No. 29,808

Wednesday December 18 1985

D 8523 B

## sign peace

World news

#### Ugandans EEC fails to find tin crisis pact formula

Uganda Government and rebel leaders signed in Nairobi a long-awaited peace pact aimed at ending two decades of internal strife. The pact was signed by head of state General Tito Okello, Yoweri Muse-mail leader of the National Period. veni, leader of the National Resis-tance Movement (NRM) and Keny-an President Daniel arap Moi, who mediated during the 3½ months of TOKYO: stocks hit new peaks. The

Museveni has been awarded the post of vice chairman of the Military Council His NRM, which controis much of the south of the country, has been given seven seats on

the 20-member Council.
The agreement envisages a speedy return to democracy, a new constitution immediate release of political prisoners and the recruit-ment and training of a new national army. Page 14; Suspicious cloud peace, Page 3

#### Gandhí setback

• • • • • •

The Congress I party of Indian Prime Minister Rajiv Gandhi ap-peared to have done hadly in Mon-day's mini general election, losing seats in a series of by elections and failing to achieve a majority for the state assembly in the north-eastern state of Assam. Page 3

#### Spanish pit strike

Thousands of Spanish coalminers started a two-day strike in protest against mine accidents and working conditions. In the Basque country political parties and several trade union organisations called for strikes today to press for further explanations on the death of detainee Mikel Zabala, Page 2

#### **Dutch blockade ends**

Dutch forry drivers called off a blockade paralysing roads and bor-der crossings after employers won a court order banning the action.

#### Shultz disappointed

US Secretary of State George Shuitz said he was disappointed that Yugoslavia had let Mohammed Abbas, a suspect in last October's hijacking of the Achille Lauro ship, pass unhindered through its territo-ry to freedom.

#### **US tax debate**

US House of Representatives rersed its earlier stance and voted by 258 to 168 to approve a procedural motion permitting a debate on the White House-backed tax reform Bill Earlier story, Page 4

#### Appeal denied

The US Supreme Court denied an appeal by accused Nazi war criminal John Demjanjuk and cleared the way for his deportation to the Soviet Union or extradition to Israel on charges of murdering 900,000 Jews at the Treblinka concentration camp.

#### **Ulster by-elections**

The 15 by-elections in Northern Ireland will be held on January 23, after the resignations of all the Ulster Unionist MPs in protest at last month's Anglo-Irish agreement.

#### 100 Sinhalese held

Sri Lanka has arrested more than 100 Sinhalese left-wingers accused of having links with northern Tamil

#### Kidnap fear

US television network NBC fears that two Lebanese employees who live in Christian east Beirut have been kidnapped. They left home for work but did not arrive.

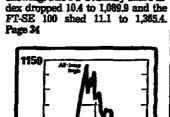
#### 'Crime boss' killed

Paul Castellano, reputed Godfather of the American Mafia, was shot dead by three men in the centre of Manhattan\_

Business summary

TIN: EEC countries failed to agree on a joint stance over the market crisis, dashing hopes of a quick set-tlement when the International Tin Council reconvenes today. Page 28 WALL STREET: at 3pm the Dow Jones industrial average was 0.46 down at 1,552.64. Page 34

Nikkei average gained 11.9 to a record 13,128.94. Page 34 LONDON: issues lost further ground while gilts made a firmer showing The FT Ordinary share in-



centres of the world." 1190 FT Ordinary

falling to DM 2.511 (DM 2.523), State to DM 2.511 (DM 2.523), FFT 2.101 (SFr 2.1125), FFr 7.665 (FFr 7.7175) and Y201.85 (Y202.6). On Bank of England figures the dollar's exchange rate index fell from 127.4 to 126.8. Page 25

STERLING fell 10 points against the dollar in London to \$1.437. It was also down at DM 2.6075 (DM 3.6275), SFr 3.02 (SFr 3.0375), FFr 11.015 (FFr 11.0975) and Y290.0 (Y291.25), The pound's exchange rate index closed at 78.5 from 78.8.

GOLD rose £2.25 an ounce on the London bullion market to \$321.75 and was \$2.00 higher in Zurich at \$321.25. In New York the Comex February settlement was \$323.90.

WEST GERMANY's eight regional stock exchanges are likely tomorrow to approve a plan to improve co-ordination between them. Page 2

DEUTSCHE BANK of West Germany is seeking DM 3.8bn (\$1.52bn) for its 10 per cent stake in Daimler Benz, recently acquired from the Flick group. Page 15

MARLEY, the UK building materials group, confirmed that it is offering for sale its fast growing DIY re-tailing subsidiary, Payless for around £130m (\$184.6m).

**DISSIDENT** institutional sharehol ders in Molins, the UK maker of ci-garette manufacturing machinery, crushed plans for a £49.8m (\$70.7m) management buy-out, which they believed put too low a value on the

company. CONTINENTAL Illinois, big Chicago bank group which had to be rescued last year, is disbending its spe cial funding "safety net" provided by leading US banks. Page 15

MANUFACTURERS Hanover fourth largest US bank group, has unveiled a major reorganisation of its CIT Financial unit involving the creation of five strategic operating units, redeployment of \$2.4bn in assets and appointment of a new senior management team. Page 15 RRITISH TELECOM share sale by the UK Government raised less money than it might have done, says an all-party parliamentary

report Page 14 BRITISH AIBWAYS made pre-tax profits of £201m (£289m) in the six months to September, against £189m. It carried 9.5 per cent more passengers. Page 7

BP is to invest \$20m in oil exploration in Ecuadorean Amazonia, according to a contract with Cepe, the Ecuadorean state oil company. Page 15

## Lawson proposes supervisory board for UK banking

MAIN POINTS: New Board of

Banking Supervision to assist the Governor of the Bank of Eng-

BY DAVID LASCELLES, BANKING CORRESPONDENT, IN LONDON

and criminal penalties for bankers who give false information to the Bank of England were proposed yesterday by the British Government as part of its efforts to strengthen the UK banking system

and stamp out fraud. and stamp out fraud.

Presenting his White Paper (policy document) on banking supervision in the House of Commons, Mr Nigel Lawson, Chancellor of the Exchequer, said: "An effective system of banking supervision is as important as the banking system itself.

For without it there will not be the For without it there will not be the confidence on which sound banking depends - from the confidence of the individual depositor that his money is safe, to confidence in Britain as one of the foremost financial

Fraud was "a cancer" that must be eradicated, he said. The White Paper marks the Government's response to last year's near-collapse of Johnson Matthey

Bankers (JMB) and the ensuing controversy over the role of the Bank of England. But it will also mould the UK system of banking supervision to changes in the City of London and in the international

land; single set of criteria for bank authorisation to replace two-tier system; paid-up capital of at least 15m required for all banks; closer inspection of banks; misreporting to Bank of England to become criminal oftence and banks will be required by law to report large exposures; bank auditors to be drawn into supervision process but under guidelines rather than statute; definition of deposits to be amended to take account of new banking instruments.

to the Financial Services Bill, which is due to be published tomorrow and will legislate regulation of the investment industry.

The new board - one of the few proposals that had not received a prior airing - will advise the Gover-nor of the Bank of England on supervision matters and oversee the olementation of the new Banking Act. Its eight members will consist of the Governor, his deputy, the seanking markets. nior Bank of England executive re-Many of its provisions are linked sponsible for banking supervision,

bankers, lawyers and accountants appointed by the Governor with the agreement of the Chancellor of the

The Governor may disregard the board's advice, but if he does, he must tell the Chancellor of the Ex-

chequer. The board will also report separately to the Treasury. That surprise proposal was viewed in the City of London last night as a compromise between the Bank's wish to retain full responsibility for banking supervision, and others in Whitehall who sought to establish a new bank supervision agency, a step the White Paper rejects as too drastic.

The key proposals in the White Paper are intended to boost the authority of the Bank of England. Its power to obtain information from banks will have statutory backing. Government to increasing the resources of the Bank's supervision

UK banks will be obliged by law to report exposures to individual borrowers that exceed 10 per cent of their capital.

mons row, Page 6; Editorial ment, Page 12; Lex, Page 14; Details, Page 18

## Petrofina makes agreed bid for UK oil company

BY DOMINIC LAWSON IN LONDON

company has bid for a UK-quoted il company. The London stock market was

surprised yesterday that Charter-

house directors, who had built up a well diversified North Sea company in 10 years, should agree to being taken over only hours after receiving a bid approach by Petrofina.

Mr David Roberts, Charter-house's financial director, said yesterday: There is a time to build

companies and a time to sell companies. In this oil market it is quite clear that we could have continued only by shedding staff and assets. There would have been a slow dis-

PETROFINA, Belgium's largest inmantling of the edifice, with the dustrial company, has launched an original six staff back in the original six staff back i

Charterhouse shares, is the first the next year the UK independent time that a leading international oil oil sector could be decimated. It is our duty to recommend an offer like this to our shareholders." Mr Pierre Jungels, chief executive of Petrofina UK, said that his

house had been seeking a merger with a larger oil company since its company bid for Charterhouse, not only because it had a wide spread of North Sea assets which did not overlap with the 37 blocks licensed to Petrofina, but also because it wanted to use Charterhouse's proven abilities as an operator in the North Sea. The UK Department of Energy

has the ability to revoke the li-cences that Petrofina intends to get from Charterhouse if it does not want to see UK-owned North Sea

year, the department warned BHP of Australia off any attempt to bid

ing UK oil exploration company.

The offer, of three shares in Petformed the view that the oil market rofina and £59 cash for every 295 would get a hell of a lot worse. Over likely that it would thwart a bid by a company from within the Euro pean Community Oil analysts said that Charter

> attempted £188m merger with Sax-on Oil in July was foiled by an all-cash counter-bid from Enterprise On Monday, Charterhouse's shares closed at a new low of 880. When the bid was announced yes-

terday morning the shares jumped to 100p, the value of the all-cash component of Petrofina's bid

Lex, Page 14; News analysis.

#### Zia and Gandhi agree to improve relations

By John Elliott in New Delhi

INDIA AND PAKISTAN yesterday took their most significant step for more than a decade towards improving their fractious relations when they agreed not to attack each other's nuclear facilities and to adopt a "step-by-step" programme of building mutual confidence be-

tween the two countries.

At the end of an afternoon of talks in New Delhi Mr Rajiv Gand-hi, India's Prime Minister, and President Zia Ul-Heq of Pakistan, announced a series of measures which could transform years of ver-bal battles and border clashes, interspersed with three wars.

"We have agreed to go step by step in a systematic manner," said a smiling President Zia, sitting next to Mr Gandhi at Delhi airport last

night. He indicated a possible easing in the growing arms race between the two countries when he said that Pakistan would "naturally review its arms purchases" when relations bethe two countries were normal. Asked if an overall agreemen

had been reached, Mr Gandhi, who is to visit Pakistan in the first half of next year, said: "We cannot jump to the final step without going through a process of confidence building and what we have agreed to take today are various steps in that direction

The most difficult issues dividing the countries - the disputed northern territory of Kashmir and the details of Pakistan's nuclear policy – are not to be discussed to begin with. We are starting off with areas of

agreement rather than the dis-agreements: Kashmir can come at the proper time," said President

However, tensions have been eased by the agreement, announced by President Zia, that "We have decided and given an undertaking not to attack each other's nuclear facilities." Both countries insist they are engaged only on peaceful nuclear programmes but both of them - and Pakistan in particular - fears an attack by the other on its facilities. The main confidence-building work will start in two weeks with a series of meetings of ministers and senior officials, culminating in Mr Gandhi's projected visit to Pakistan which will be the first by an Indian Prime Minister since the mid-1960s. Finance ministers will next

nomic co-operation that has already Continued on Page 14 Assam by-election, Page 3

month develop a programme of eco-

## IFC draws up Third World loan package

motes private investment in the Third World.

ended, the fund has as its principal neurs. objective long-term capital growth The facility would provide techni-through investment, mostly in cal assistance and consultation in changes of a number of developing

Generally, the fund would only market liquidity, investor informa-tion and official regulations, includwhich could be considered for investment include those of Argentina, Brazil, South Korea, Thailand, Malaysia, Chile and Mexico.

The IFC expects that eventually profess

ation (IFC), the World Bank affiliate designed to beast arms. New tranches may be issued through late designed to boost private in-vestment, is preparing several new The board of directors would vestment, is preparing several new initiatives to boost capitalism in the have the option to make the following the control of Third World, one of which is a \$50 open-ended after its first 3 to 5 to \$60m fund to invest in the stock years. In order to meet certain markets of developing countries. stockholders requirements, it may be listed on the Luxembourg stock Fund, due to be launched in March, exchange.

is one of the foremost projects in what IFC officials say is a new era for the bank affiliate which prohird World.

ment Facility, a joint project of the Shares of the fund will be placed IFC, the Africa Development Fund among a small group of large insti- and the United Nations Developtutional investors from Europe, ment Fund, will provide about \$14m Asia and the US. Initially closed to help launch African entrepre-

stocks, listed on the public stock ex- preparation of private projects in response to policy reforms to stimulate growth of the private sector in several sub-Saharan countries.

invest in markets which, in the The UN agency has approved a judgment of its manager, meet ac \$2.5m contribution for the project. ceptable minimum criteria covering The African Development Bank intends to seek approval from its board for Sim; six countries - Beling fiscal and foreign exchange regium, Denmark, France, Germany, patriation rules. Stock markets Italy and the Netherlands - have pledged additional capital

Another IFC project in the formu-lation stage, called the manage-ment service facility, will employ the amount of the fund will be ex- and lend them out to troubled companded substantially as the avail-ability of acceptable securities for nage and advise local personnel.

## **Latin Americans** outline debt plan

BY JIMMY BURNS IN MONTEVIDEO

formulated by US Treasury Secre- total foreign debt exceeds \$350bn. tary, Mr James Baker, in Seoul in October, but is bound to complicate its implementation.

This emerged yesterday as Fi-nance and Foreign ministers from 11 countries, the Cartagena Group, met for what were expected to be the final hours in a two day economic summit exclusively devoted to forging a common front on the Baker plan.

But officials confirmed that the ministers would not alter substantially the broad consensus already

LATIN AMERICAN debtors have reached at technical level that the agreed on a wide ranging counter- Baker plan, while a step in the right proposal to the Baker plan for direction, provided insufficient Third World debt. The counter-profunds to stimulate growth over the posal does not sabotage the plan, next three years in a region whose Instead the ministers were expected to press for additional measures intended to arrest the nega-

> tive transfer of resources from Latin America to industrialised The main measures broadly agreed are:

Commercial banks should commit themselves to boost lending levels beyond those contemplated by

the Baker plan. The annual increase in their exposure over the Continued on Page 14

## Bankers set date of acceptance for Westland rescue package

BY LIONEL BARBER AND PETER RIDDELL IN LONDON

A RESCUE package for Westland, the troubled UK helicopter manufacturer, is expected to be formally signed and underwritten by City of London institutions tomorrow, Lazard Brothers, merchant bankers advising the company, said

The rescue will involve Sikorsky, the US helicopter maker, and Fiat of Italy injecting around £30m (\$43m) for a 29 per cent stake in European consortium, said: "It does Westland, coupled with a heavy put us at a disadvantage, but it is rights issue for existing sharehold-not the end of the day." ers. National Westminster Bank and Barclays, Westland's two principal bankers, have agreed to exchange their debt into converti-

ble preference shares. a new, recapitalised company, thus casting doubt on the viability of the European counter-proposal strong-ly favoured by Mr Michael Hesel-

The European helicopter industry would be seriously weakened if Sikorsky and Fiat bought a stake in Westland, the chairman of Italy's Agusta said yesterday.

tine, the UK Defence Secretary. Mr David Horne, director of Lloyds Merchant Bank advising the

Details, Page 2

The European consortium which includes British Aerospace, Aerospatiale of France, Agusta of Italy and Messerschmitt-Bölkow Blohm of West Germany, intends to send a The deal, supported by the West-circular to shareholders outlining and board, is still subject to share- its own rescue package when it has holders' approval. But it will create examined the Sikorsky-Fiat plan. But Mr Horne said the Europeans had been hampered by a lack of information and by the refusal of Westland bankers to enter into negotiations. A meeting with the banks last week proved fruitless, he

Details of the Sikorsky-Fiat plan been circulated to a small numbe of institutional shareholders in Westland. One institution described the proposals yesterday as "attrac tive and encouraging."

On Monday, several shareholders in the City, and United Scientific Holdings, the UK defence contrac tor, said they backed Sir John Cuck ney, Westland chairman, in his decision to accept the American-Italian offer. They expressed disquiet over Mr Heseltine's campaign to press for a European solu tion over the heads of the Westland board, although they said they remained open to a firm offer on the

Westland shares are suspended at 60p, valuing the helicopter maker at around £35m. The new shares **Continued on Page 14** 

"That's the difference with Standard Chartered cash transmission

Some day when you're feeling strong, just sit down and work out how much your company is losing on international transactions. Through delayed payments, and lost interest

Through time-wasting inefficiencies in paperwork.

Through missed opportunities because you weren't in close touch with the market.

Then come and talk to Standard Chartered. We're one of Britain's largest banks, with over 125 years' experience of international trade, and

with over 2000 branches in more than 60

latest in telecommunications technology. The result: faster transmission of funds. Transactions handled by specialists in international trade. And the availability of direct local knowledge and experience in every marker you're likely to be dealing with-literally from Austria to Zimbabwe.

Add this to one of the world's leading foreign exchange dealing networks; skills in every sort of trade and project finance from acceptance credits to countertrade; and resources big enough to tackle any problem. And would see that the Standard Chartered difference could be a highly beneficial one for your business. Benefit from it soon.

## countries; linked by common systems using the Standard Chartered

Direct banking, worldwide

Standard Chartered Bank Head Office: 10 Clements Lane London EC4N 7AB.

## CONTENTS

World Trade ..... 4

## 

Editorial comment: British Channel Islands: banking; Japan .......... 12 Survey ....... Section III

The second secon

Belgium: terror highlights Britain: time bomb for the trade unions ...... 12 Uganda: suspicion clouds Paris: new concept in rail peace prospects ...... 3 travel ...... 13 France: private bankers Lex: Charterhouse; UK bankawait new government .... 8 ing; J. Rothschild; BA .... 14 Management: US chemical Law: time to settle patent company buy-out ...... 9 licence terms ......... 23

Britain ..... 6, 7, 18 Ma

Companies ...... 16 Letters..... Lex 14
Management 9
Market Monitors 34 Companies ..... 20-22 Market monitors ...... Men and Matters ..... 

police ineptitude ...... 2

#### Westland's action angers Agusta

THE EUROPEAN helicopter industry will be seriously weakened if the partnership of Sikorsky of the US and Fiat of Italy buys a stake in the ailing British company. West-land, according to Mr Raffaello Teti, the chairman of Agusta. the Italian helicopter manufac-

He sai dthat the rival bid by European aerospace companies including Agusta still had a chance of success. know what will happen" he said in an interview, "but our bid has been strengthened by the participation of British Acrospace and now of GEC.

The original members of the consortium were Acrospatiale of France and MBB of West Germany, as well as Agusta. Mr Teti expressed considerable resentment at the way the European consortium's efforts to rescue the company had been treated by Westland's board and, in particular, by its chairman, Sir John Cuckney.

The world helicopter indus try is going through very diffi-cult times," he said. "yet these European companies, not all of which are in the best of health themselves, rushed to the bed-side of Westland as a gesture of friendship. But Westland did not respond in the way one

would have expected. "While Sikorsky and Fiat were allowed to examine Westland's books, we were excluded. We could not make our own

valuation. It was an unequal contest," he said.

"Just one hour after we handed in our bid to Westland they announced that they were accepting the Sikorsky offer. They couldn't have read it in

that time.
"Now we read that Mr Leon Brittan (the British Trade and Industry Minister) told the House of Commons triumphantly that Sikorsky and Fiat could take up to 40 per cent of Westland. Sir John Cuckney told us we could only go up to 29.9 per cent. Yet we, too, put an offer to go up to 40 per cent in our bid decument. bid document.

We also said that if Westland recovered we would be prepared to pull out again to leave it independent. I do not think that will happen with Sikorsky and Fiat. Their 40 per cent will be overwhelming."

Mr Teti said he knew of no

suggestion by Fiat that Agusta would be welcome to join the Sikorsky-Fiat partnership in bidding for Westland. "This would not be possible. They know we are part of the other consortium."

He rejected any suggestion that the European consortium owned steel company. It is to Finsider. bid was a weak one because of Agusta's heavy borrowings. "We got the agreement of our for giving the Government personnel between the private sector company Falck and Finsider.

Mr Teti who became chair Finsider. man last year, said the presence of Sikorsky in Westland would have a "polluting" effect on the European helicopter indus-

Westland would lose the capacity to design its own heli-copters. "Research and development will decline." Nor would it be able to participate in the NH90 project for a Nato beli-copter for the 1990s, since it would be building the Sikorsky

Black Hawk, the US rival. Mr Teti was confident that Sikorsky would respect existing agreements between Westland and Agusta on two major helicopter projects which constitute the developing Anglo-Italian axis in the industry.

"We have had no contact with Sikorsky, but we do not need assurances on the future of the EHIOI naval and utility helicopter (which is designed to come into service in signed to come into service in the 1990s). We own 50 per cent of European Helicopter, a London based company, which will build it and Westland owns the other 50 per cent. This contract will have to be res-

There is also an agreement hetween the British. Italian and Dutch governments and their to develop a multi-role combat helicopter based on our own Agusta A129 Mongoose antitank helicopter. This concerns Sikorsky has an interest in withdrawing from this agree-

#### Lisbon sacks board of state television

PORTUGAL'S new centre-right Government yesterday sacked the state television's management board, citing recent coverage of a guerrilla news conference as one reason for the move. Renter reports

The Cabinet, in a statement, also accused Radio Televisao Portuguesa (RTP) of financial mismanage-

Several invited reporters including a television crew attended a briefing last Thursday by three members of Portugal's FP-25 guerrilla group which has claimed re-sponsibility for several bombings and killings over the past five

Clips of the news conference were shown during the mid-evening | Fighting Communist Cells (CCC) television news.

## Go-ahead expected for W. German stock exchanges reform

BY JONATHAN CARR IN FRANKFURT

A LONG-AWAITED move to of New York, Tokyo and improve the efficiency and coordination of West Germany's de-centralised stock exchange system is expected to be approved at a meeting near Frankfurt tomorrow.

Senior representatives of the cight regional exchanges are likely to give the go-ahead to a "mini-reform" plan, although some are known still to have

Under the scheme, the loose "working group" of the exchanges will be upgraded to a fully-fledged association with a permanent headquarters (Frankfurt) and president. This body will carry out major tasks presently duplicated by the eight, handle legal and technical issues and generally represent the interests of the exchanges at home and abroad.

The move is aimed at helping prevent the fragmented West German stock market falling further behind the international competition-above all Duesseldorf decisive weight.

But although the changes planned look modest, they have been preceded by months of regional squabbling which at one time seemed to threaten a joint initiative last month by four leading Frankfurt-based banks—determined to have a decision before the end of the year—succeeded in plucking the discussion out of the mire. The smaller exchanges have long feared that their status, and even their existence, could be endangered by the growing predominance of Frankfurt and

Duesseldorf, which together accounted for more than 80 per cent of market turnover last Under the new plan all eight exchanges will be maintained. But it is understood that voting procedures in the new associa-tion will give Frankfurt and

#### French employers call for end of price controls

BY DAVID HOUSEGO IN PARIS

THE FRENCH employers' performance of the economy association said yesterday that the difting of price and foreign exchange controls should be among the first measures taken by a new government next March.

Though not explicitly backing the opposition, the employers made clear at their annual general meeting resterday that they hoped for a right-wing victory in the spring general election. The gathering election. The gathering coincided with the publication of a newspaper poll showing that 67 per cent of chief executives questioned favoured the parliamentary Right and that 73 per cent wanted President Francois Mitterrand to stand down if the opposition wins.

the CNPF employers' association, said afterwards that the tax to 50 per cent.

Among other measures which the employers want carried out in the first four months of a new government's term were: abolition of the regulrement that redundancies must have prior government approval; abolition of wealth tax; an initial 33 per cent cut in the tax professionnelle (a type of payroll tax); and budgetary support for the building

Measures which the CNPF propose should be got under way by the end of next year include: denationalisation; cuts in social security spending: a reduction in corporate taxation own if the opposition wins.

from current rates of 50/45 per
Mr Yvon Gattaz, president of cent to 33 per cent; and lower

#### Italy to reduce capacity at Finsider steel plant

BY OUR ROME CORRESPONDENT

ITALY yesterday told the EEC quence of the failure of nego-Commission that it will close down 800,000 tonnes of steel-making capacity at the Bagnoli plant of Finsder, the state-

Renato Altissimo, the Industry

tiations aimed at achieving a transfer of steel-making quotas

from the Italian private sector

got the agreement of our for giving the Government personant to back it in record mission to hand over L3.342bn sider, under which Falck would (£1.35bn) by new subsidies to close capacity near Milan and the production quota would go The Italian Government's de- to the Bagnoli plant near cision. conveyed in a telex to Naples. This would have the Commission from Mr enabled it to raise its produc-This would have tion from 1.2m to 2m tonnes Minister, and Mr Clelio Darida. a year, allowing it to reach an the Minister of State Share-economic operating level, but holdings, is a direct conse-the deal fell through.

#### **EEC** remains firm on Efta duty-free demand

BY PAUL CHEESERIGHT IN BRUSSELS

prepared to back down from its demand that Spanish and Portuguese industrial exports should be given duty-free access by the countries of the European Free Trade

Association (Efta). Foreign ministers meeting in Brussels vesterday contented them-selves with an instruction to the Commission to show more flexibility and ingenuity in its talks with the Efta countries but refused to shift from their basic position.

The question of how to change the network of trade agre linking the Community and the Efta countries to take into account the accession of Spain and Portugal

THE European Community is not usual coolness between the two

Portugal leaves Efta when it be-comes a member of the Community. The other Efta members are Austria, Finland, Iceland, Norway, Sweden and Switzerland. The Community and Efta make up an industrial free trade zone of more than

Difficulty arises because the Community seeks duty-free access for Spanish products in Efta after January 1 1986 when the Ten themselves have a transitional period to lower their tariffs.

At the same time, Efta is being asked to accept only a gradual lowto the Community is producing un-ering of the Spanish tariff.

#### Norwegian budget crisis averted

By Fay Gjester in Oslo AN ELEVENTH hour compromise between the leaders of Norway's Conservative Party and the maverick, rightist Progress Party has averted the danger of a government defeat when the Storting (Parliament) votes on the rerised hudget for 1986 later this week.

The Conservatives are the dominant partners in a three party, right-of-centre coalition which, lacking a parlia-mentary majority normally depends on the two Progress Party MPs to get its measures through the Storting.

Kare Willoch, Conservative Prime Minister, had warned that if these two voted with the Labour and Socialist left opposition on the issue of budget changes his Govern-ment would resign.

The final vole on the revised budget, originally due

revised budget, originally due to be held yesterday, has been delayed until tomorrow to allow extra time for hargaining hetween the Conservatives and Mr Karl I. Hagen, leader of the Progress Party. Monday night a deal was struck in time for the evening news on Norwegian TV.

Mr Hagen had been seeking two concessions from the Government, one political and one hudgetary. He wanted recognition in a statement by the Prime Minister of his

the Prime Minister of his party's key role in keeping the minority Government in power. This Mr Willoch could power. This Mr Willoch could not grant, because the two junior pariners in his coalition—the Christian Democrats and Centre Party—refused to accept any formal link with the Progress Party.

Instead, Mr Hagen and Mr Willoch agreed on a form of words to which Christian Democrats and Centre Party leaders could subscribe: "In

the composition of the Storting is such as to entail the continued non-Socialist Government."

On the budget, Mr Hagen wanted acceptance by the Government of several of the extra allocations — totalling just over NKr 1hn (290.4m) provisionally approved by the Storting over the past two months. The Government had agreed to boost expenditure by around half the figure pro-

hy around half the figure pro-posed—to a budget total of about NKr 222.9hn—but Mr Hagen and the Labour/ Socialist opposition claimed this was inadequate.
Last night's compromise will add a further NKr 201m to next year's expenditure— slightly more than the amount demanded by Mr Hagen. In effect, the Progress Party has been compensated in cash for what it could not be given what it could not be given politically.

#### Bulgarian growth

The Bulgarian economy, suffering from a serious drought, showed only minimal growth this year in national income, the equivalent of GNP minus serwrites Leslie Colitt. Agricultural production was down 9 per cent.

WEST GERMANY'S radical

Greens party, angered by revela-tions that its Members of Parlia-

ment were investigated by the

gence service, yesterday de-manded the resignation of Mr

Friedrich Zimmermann, Interior

Minister, Reuter reports from

The Greens, who have called a

special sitting of the parlia-mentary home affairs committee

today to discuss the affair, also

called for all secret files on

Greens and other deputies to be made public, then destroyed.

At a news conference in Bonn

Greens members made much o

the fact that it was a member of the right-wing Bavarian Social Union (CSU), their political op-

West German counter-in

## Swiss banks adopt a cautious approach to Baker debt plan

in principle to participate in Britis the Baker plan to ease the developing countries' debt time. The crists but they want several Union technical details clarified before they will sign up.
"We think the approach is right. The change in Washing-

ton's attitude to the debt crisis is welcome and we hope the plan can be effective," Dr Hans Mast, executive vice president of Credit Suisse, said yesterday.
The plan launched in
October by Mr James Baker,
the US Treasury Secretary,
calls for commercial banks to lend \$20bn (£14.2bn) in fresh money to the 15 most indebted countries over the next three years. The World Bank and the Inter - American Development Bank would lend a similar

amount.

The US had asked for pledges from the commercial banks by the middle of December. US.

Canadian and Japanese banks indicated their support but in

voice to Soviet criticism

poor production and co-ordin-

ation within Comecon arguing

that this has led to serious in-efficiences in the Communist

bloe market.
As prime ministers from the

Hirlap bluntly outlined some of the Comecon's shortcomings.

erowth and unsatisfactory per-

formance of the Comecon econ-omies were an indication "that

the possibilities inherent in the economic integration of the Socialist community should be utilised in a far more expedient

manner than so far," it said.
This was especially true for high and new technologies. As an example of poor performance, it pointed out that high technology.

technology accounts for only

Individual countries tended

to put their own interests before co-operation, the news-

paper claimed. It referred to

recent studies which attribute deficiencies in production specialisation to an excessive

10-15 per cent of exchanges, between Comecon members.

THE SWISS banks have agreed Western Europe only the US Treasury before they send in principle to participate in British and French lined up in it.

The three bi gSwiss banks— Union Bank of Switzerland, Swiss Bank Corporation and Credit Suisse-are now understood to have agreed among themselves that they should not remain aloof, although initially senior executives grumbled about being buildozed by the US into risking funds without oroper commercial assessment.
One reason for the Swiss banks' readiness in that just over \$80n their present exposure to the 15 indebted countries, is relatively small. If contributions to the Baker plan are to be measured by current lending, they would be asked to provide a modest \$400m spread over three years.

financial conditions must also

be discussed are electronics and

computers, automation and robots, atomic energy, new materials such as polymers and biotechnology, say Comecon

The Soviet Union also wants

European states benefit.

be improved."

Hungary joins criticism of

inefficiencies in Comecon

One concerns the definition

commercial bank lending is to co-ordinated with that of the International Monetary, Fund.

bankers feel.

They are discussing these questions with other European bankers, in particular with the

of "new money." The Swiss capital market generates substantial amounts in issues for the World Bank and other international development ins: tutions. Would they count as new Swiss money? If a developing country or

one of its institutions comes to the Swiss market in its own right to launch a new issue. would that be seen as a contri-bution to the Baker plan? The procedure under which

the World Bank and international development banks nedes elucidating, the Swiss

West Germans, who have also so far failed to back the Baker

#### Iraq leader ends talks in Moscow

HUNGARY HAS added its pursuit of self-reliance in the member countries which leads to frequent duplications." President Saddam RAQ'S Hussein one of the Soviet Union's closest allies in the Magyar Hirlap said that Union's chosest aires in the Middle East, completed talks in the Kremlin yesterday at the end of which President Andrei Gromyko called for a political settlement to the Iran-Iraq war, writes Patrick Cockburn in Comecon must improve its over-all economic performance if it was to avoid technological As prime ministers from the dependence. It also called for their five-year plans, Hungary's semi-official newspaper Magyar but the system of interest and their five-year plans, Hungary's but the system of interest and their five-year plans, Hungary's priate objectives be outlined, semi-official newspaper Magyar but the system of interest and

The Soviet Union is Iraq's main weapons supplier in the war and continuing military support is crucial if President Saddam Hussein is to repulse an Iranian offensive expected

Patrick Cockburn adds from Moscow: The Soviet Union will emphasise joint development projects at the Prime Ministers' meeting here. Moscow is eager Of the almost \$80n worth of to rely as much as possible on its East European allies for imports of machinery during is next five-year plan which starts at the beginning of 1986. Five high technology areas to Soviet arms exported to the Third World in 1984, a substantial amount went to Iraq. Part may be on credit but the \$819m worth of oil imported by the Soviet Union from Iraq and \$356m worth from Saudi Arabia last year were largely in par-ments for weapons deliveries, say diplomats

Honecker for China

China has invited Mr Erich Honecker, the East German leader, to visit Peking, according to East European diplomats, reports Leslie Colitt in Berlin. It would be the first such visit The Soviet Union also wants
East European involvement in
projects such as the development of the Yamburg gas field
in west Siberia from which East hy a Warsaw Pact leader since the political rift between China

Romania food move

Romania has set up a ministry to improve food supplies and deal with food shortages, writes munist party executive. The country has suffered recurrent food shortages. food shortages. A severe drought has lut agriculture and supplies were short throughout US dollar is said to be some 25 last winter. After an improve-per cent higher today than the ment in the summer, shortages of basic foods have resussed.

## Athens pledge on drachma and the Soviet Union in the early 1900s.

officials.

next year, according to Mr ported

Minister. The devaluation rumours were being floated deliberately to promote foreign exchange speculation, he said in a broad-

BY ANDRIANA IERODIACONOU IN ATHENS GREEKS WERE urged yester- drachma was devalued by 18 soared and Greeks tried to conexchange at almost any cost. The black market rate of the

Costas Simitis, the Economy official rate of about Dr 150.

day to ignore persistent per cent last October as part rumours of a further devaluation of the drachma. Such a move would not be consistent with the Socialist Government's public sector and current move would not be consistent package designed to reduce Patrick Blum in Vienna. It will with the Socialist Government's public sector and current be headed by Mr Cheorghe 16 per cent inflation target for account deficits, sales of imvert local currency into foreign

## Basques call for strike over detainee's death

over German spy probe

The countervice revealed last Friday that it had been ordered by Mr Zimmermann's ministry to investigate the Greens party for possi-ble links with terrorists and

Carl-Dieter Spranger, his depu-ty, who ordered the investigation, are both CSU members.

"We demand that Zimmermann resign and Spranger be fired," a Greens statement said.

The weekly magazine Stern re-ported on Monday that the ser-vice also kept files on deputies of the opposition Social Democratic Party (SPD)

#### BY DAVID WHITE IN MADRID BASQUE political parties and several trade union organisations ests today in the Spanish Basque

country and in the neighbouring detaines Mr Mikel Zahalza. The strikes, which are expected to have the most impact in the radi-cal Basque stronghold of San Sebastian, are due to go ahead des-

pite the release yesterday of the results of a post-mortem examination apparently supporting the official version of Mr Zabalza's death.

Mr Zabalza's body was found in have called for general strike pro- the River Bidason in northern Navarre on Sunday. This was close to where members of the paramilitary Civil Guard said he gave them province of Navarre to press for fur-ther explanations on the death of the slip almost three weeks previously, after he was held under the controversial detention provisions of Spain's anti-terrorist law. The Civil Guard said the suspect

who was handcuffed, escaped through a hole in the wall of a tunnel where he had led them to believe an arms cache was located. Parties and unions which have is-The autopsy found the cause of sued strike calls range from the death to be drowning, with no signs moderate Basque nationalists of to indicate that Mr Zabaka was tor-tured, as has been alleged by several sources including the dead man's Herri Batasuma (popular unity).

Turkey,

Turkish officials insist that substantial improvements in human rights have been effected: over 100 security officers

Conomic issues which should really be addressed. When the Association agreement was originally drafted in 1964, discreet American pres-sure contributed to the idez of eventual full membership, since the US has never been anxious

to see its relations with Turkey become too overtly bilateral. Despite the difficulties it is experiencing with the US and complaints of rejection by Europe. Turkey remains firmly anchored to the West. Its hopes of eventually joining the European Community depend on attracting sufficient foreign investment to finance growth to.

> FINANCIAL TIMES lished by The Financial Types

(Europe) Ltd., Frankfart Stanck, represented by E. Hago, Frankfurt! Main, and, as members of the Board of Directors, F. Sartou, R.A.F. McClean, G.T.S. Damer, M.C. Gorman, D.E.P. Palmer, London, Printer: Frankfurter-Societate-Druckerei-GmbH, Frankfurt/Main. Principal Princi FINANCIAL TIMES, USPS No. FINANCIAL TIMES, USPS No. 19884, published daily sesson Suc-days and holidays. U.S. melescription rates \$265.00 per assess. Seemed class postage paid at New York, N.Y. and at additional mailing of flows. FOSTMASTER: send address them. FOSTMASTER: send address them.

### This week's arrests of several suspects may not reassure many people, reports **Ivo Dawnay** in Brussels

Greens seek resignation

## Belgian terror campaign highlights police ineptitude

tension that has gripped Beigium over the past 15

months. But the savage outbreak of violence, including bomb attacks, armed hold-ups on post offices and most terrifyingly, apparently motiveless supermarket raids that have left 16 dead this autump, may not yet be at an end.

Whatever the jubilant headlines in the press, the unease over the efficiency of Belgium's security services is likely to persist along with the 750 commandos drafted on to the streets. Until this week, Belgium's police were gaining a reputation like that of Inspector Clouseau. Since October last year, the

day moved freely in and out

theorists. Respected criminologists such as Professor Lode Van Outrive the police, who have noted that of Leuven speculated that the the CCC has tried to avoid of Leuven speculated that the CCC's ill-written left-wing propaganda could be a cover

But the truth may be more prosaic and the CCC may simply be modelled on other Western European terrorist groups. The so-called Brabant Gang, who

supporters of West Germany's families have been cut down Red Army Faction and France's with shotguns at the check-out Action Directe, had until Montills, a 12-year-old boy was shot

endangering human life. But well.

not discouraged speculation

For those less inclined to Hevsel incident.

the property of the panics and Nato installations with impunity.

The property of the panics and Nato installations with impunity.

The property of the panics and Nato installations with impunity.

The property of the panics and Nato installations with installations of the panics and Nato installations with impunity.

Each of their raids has been the glare of international attention with military and the glare of international attention with military and the place of international attention with the p l'Inquietude, or street of uncase, 30 miles south of Brussels
on Monday will help relieve the

Whose clients are said to include

Wast Company's formilist have been mit for human life. Whole

Their alleged leader, Mr Pierre conducted with military pretion when last summer's footthe blame. The result was a
draw. Despite recent elections
both men still occupy the same In effect. Belgium has three

with shotguns at the check-out police forces, the judicial police plexity of coalition politics, tills, a 12-year-old boy was shot who look after criminal investi-dead on his bike and a wounded gations and are responsible to vented the creation of an effective plexity of coalition politics. of the country. The failure of the police to track down the fugitives has fuelled the imagination of the conspiracy and a wounded gations and are responsible to the Ministry of Justice; the bullet through the back of his local communal police, in 587 quasi-autonomous forces, reintegration of the conspiracy Attempts to connect the porting to the Interior Brabant killers with the CCC Minister and the national parahave been largely rejected by military gendarmerie who re-

attack, in which eight died, with numerous comic occasions netted just £2,500 — have when one force has accidentally that political extremism could But there have been tragic con-

Fighting Communist Cells (CCC) since 1982 have gunned down conjecture, the most serious An unedifying political by the Brabant Gang in Septem-darmes, is hardly a source of group had carried out 27 bomb- 22 people in a series of super-questions have centred on Bel- furore followed the riot, her hit one supermarket in a reassurance.

chairs because of the com-

vented the creation of an effecwell as investigate crime also operate at local political level.

More than half the politicians in Parliament double as mayors police group, which have been the political police group. port to both these Ministries, and jealously guard their right and the Defence Department as to run a police force and their patronage over its top jobs. propaganda could be a cover the commando-like raids of the The divisions of responsifor a right-wing plot to force the gang and their lack bility have provoked rivalry, forces in the country operate cess will undoubtedly delight the notice.

The divisions of responsifor a right-wing plot to force the commando-like raids of the Dility have provoked rivalry, forces in the country operate cess will undoubtedly delight the same radio frequencies as the CCC's victims—Nato. its

action and an alert was put out. Yesterday Mr Jean Gol, the Justice Minister, heartily con-gratulated the three police forces for their co-operation with the state security forces tive, integrated police force, and forensic scientists, so as to with powers to anticipate, as bring about Monday's arrests. bring about Monday's arrests. The breakthrough will not advance Mr Gol's efforts to thrown out by his Cabinet on

the unspoken grounds that he is empire building, their local parallel divisions of corporate suppliers, the banks the gendarmerie. The Flemish and their hard-hit insurance arrested members of another. French language divide also companies. But for the average But there have been tragic conprovides a major loophole for sequences too, not least the criminals. An audacious 20-minute raid cades and heavily armed genTHE EXPIRY today of Turkeys defence agreement with the US leaves Begotiatoom still in the air over Ankara's request for aid worth \$1.200 anually over The request is significantly higher than last year's US contribution of \$714m and reflects Turkey's position as the third largest recipient of American-aid after Israel and Exppt. The Turks are not adverse to reminding their US and European allies of their strategie value on the Nato front line bordering the Seviet Union and

Turks try

to push

By David Rudnick

home US

aid request

bordering the beviet thin that Bulgaria, especially note that political developments in neighbouring countries have emphasised Turkey's relative stability. Compared with the Middle East, the country is a model of calm while the radical stance of the Coult pattern minister. He while the region minister. Me Grek prints minister. Me Andreas Papendreou, has made it easier for the Turks to counter the Greek lobby in Washington.

Washington.

But Turkey's relations with the US are not all a bed of roses, despite the Reagan-tyle economic policies of Mr Turgut Ozal, the Turkish Prime Minister. Mr Ozal recently attacked US protectionist measures against Turkish textiles and steel as hepocritical coming from a self-proclaimed bastion of economic freedom, and particularly unfair while Turkey is running a \$450m trade deficit with the US.

According to some reports.

According to some reports, Turkey's European allies, led by West Germany, may help pro-vide some of the cash needed to modernise Turkey's armed The Turks set great store by their European connections; they regard their membership of the Council of Europe, with of the Council of Europe, with all its irritations, as a badge of their European identity and a stepping-stone to ultimate EEC membership.

That goal is however a long way from realisation for both economic and political reasons. Turkey's per capita income remains well below that of the poorest EEC member state, and Turkey's industrian (with the Turkish industries (with the possible exception of textiles) are still too small to withstand unfettered European competi-

Tarkey's 29-year-old associa-tion agreement specifically foresces eventual Turkish membership of the Community, but the association's ministerial and parliamentary committees have not met for five years.

These unresolved issues are aggravated by disputes arising freer market access for Turkish textiles, and over the free migration of Turkish workers in Europe and by its resentbecause of concern at its human rights record under the former military regime.

The atmosphere became particularly strained in June, when the EEC warned the Turkish The EEU warned the Turkish Government that if it passed proposed police legislation, relations would deteriorate even further. The Community's representative in Ankara, Mr Gwyn Morgan, has since spelled out the conditions for untracting the description. freezing the Association agree-ment and resuming aid to

The Government must termihate the long-running trials of trade unionists and peace eampaigners, and permit com-plete freedom of political association — including trade union membership.

implicated in torture charges have been imprisoned. The FEC, it is claimed, is using human rights as a cloak to avoid discussion of the awkward

bring Turkey up to higher level. But considerable political evolution will also be necessary.

مكذا من الأجل

try quest

## Gandhi party suffers setback in election for Assam assembly

BY JOHN ELLIOTT IN NEW DELHI

parliament and his mandate to govern is not affected.

In Assam Mr Gandhi successfully negotiated a settlement for the state's disputes over refugees which led to peaceful elections on Monday. It is nearly three years since more than 3.000 people were killed in the state's last elections.

Last night it appeared that the Assam Gana Parishad, the

MR RAJIV GANDHI'S Congress
I party last night appeared to have done less well than it hoped in Monday's mini general election, losing seats in a series of by-elections and failing to achieve an early majority for the state assembly in the northeastern state of Assam.

Coming a year after Mr Gandhi was swept to power in a general election landshide, this could be interpreted by critics both within and outside his party as a warning that his attempts to modernise India trapidly are leading to research the still has a majority of more than two-thirds in the Indian parliament and his mandate to govern is not affected.

In Assam Mr Gandhi successfully negotiated a settlement for last mandate to solvern is not affected.

Assamese people's party formed by students who led the agitation over the refugees, would win more seats than Congress I. Whichever party forms a government will have to implement the peace agreement. The agreements involve the deportation from Assam of alleged refuges who have come to India from Bangladesh, which in turn denies it has allowed any illegal refugees to cross its borders into Assam.

Despite the reverses for Confress I, Mr Arium Singh, former governor of Punipab and now Commerce Minister in Mr Gandhi's Government, was leading for his seat in the India parliament's lower house, the

#### Sri Lankan police arrest 100 left-wing Sinhalese

SRI LANKA'S political troubles Gunawardene, was the founder have taken a distinctly new and of the Marxist movement in Sri

opposition is that the suspects Colombo.

have been detained not only under emergency regulations but under the Prevention of Terrorism Act.

Lackground, the detention has startled middle class opinion in Colombo.

Influential monks, Christian clergymen and leading but under the Prevention of academics and research.

Terrorism Act.
The Appeal Court has issued notice on the inspector general of police, Mr Cyril Herat, and the head of the CID, in a habeas corpus application filed by the wife of the most prominent detainee, Mr Indika Gunawardene He is the brother of Mr Dinesh Gunawardene, MP, the leader of a small radical opposition party, MEP, which is also a stringent champion of Sinha-

have taken a distinctly new and possibly dangerous turn with the arrest of over 100 Sinhalese left-wingers accused of having "links with the northern (Tamil) terrorists."

Genevardene, was the founder of the Marxist movement in Sri Lanka and served as a Cabinet minister under both Premier left-wingers accused of having "Solomon Bandaranaike and Premier Dudly Senanayake. Mr Indika Gunawardene's wife is a Opposition circles say that the respected doctor and her number is nearer 200 and that brother a superintendent of the crack-down is the start of a police. In view of the crack-hunt " account to the crack-hunt " account to the crack-hunt " account to the crack-down is the start of a police. In view of the crack-hunt " account to the cra police. In view of this family background, the detention has

> clergymen and leading academics and professionals have launched a campaign for the release of political prisoners. What is most disturbing is

of police, Mr Cyril Herat, and the head of the CID, in a habeas that many of the suspects are corpus application filed by the wife of the most prominent away faction of the JVP which detainee, Mr Indika Gunawardene, Mp, the Dinesh Gunawardene, MP, the revolt came from the island's granth the home of Sri deep south, the home of Sri Lankan leftism. The new "north-south" connection, if it lese-Buddhist majority interests. is true, gives the Sri Lankan Their father, the late Philip crisis a new dimension.

## explodes in Durban

By Anthony Robinson in Johannesburg

THE SPATE of bombings and landmine explosions which has afflicted South Africa in the last few weeks continued yesterday when a limpet mine exploded at a bus garage near Durban in the early hours of the morning, destroying nine buses and causing extensive

It was the third such explosion in the Durban area over the last 10 days and follows similar incidents in Johannesburg and Durban over the last three months. Meanwhile, local military commanders from both Zimbabwe and South Africa met yesterday to discuss pre-venting Zimbabwean territory being used either as a transit route or refuge for African National Congress guerrillas. This follows South African allegations that the land-mines which have caused seven deaths and 11 injuries in an area close to the frontier over the last three

weeks were placed by guerrillas whose tracks were followed to the Limpopo River
A spokesman for the
Foreign Ministry confirmed
yesterday that the South
African trade representative
in the Zimbabwean capital of
Harare yesetrday emphasised
to officials the seriousness
with which the South African
Government views the latest

Government views the latest incidents. South Africa has threatened to mount hot pursuit raids across the border if future incidents occur, and the meeting between the local commanders implies that Zimbabwe is taking the threat carriers and it meaned to seriously and is prepared to discuss co-operation

Police announced that ten blacks were killed on Satur-

day in two separate incidents of faction fighting in the Greystown area of Natal and Pinetown in the suburbs of A potentially explosive

situation also appears to be building up in the remote rural area of Moutse, 100 kilometres north-east of Pretoria where 120,000 North Sotho speaking people are threatened with incorporation into the Ndebele speaking homelands of Kwandebele

## Limpet mine bus garage

UGANDA'S RULERS are faced with the greatest challenge yet in the country's 22-year quest for peace. In order to achieve national unity, they must not only put aside their own feel-ings of mutual animosity, but also overcome deep-seated political and tribal differences in the country which have been exacerbated by military

The long-awaited peace pact, signed yesterday, appears straightforward, but is fraught with obstacles. Analysts have with obstacles. Analysts have described it as a military solution in political trappings and fear that its implementation may be jeopardised by the overt suspicion that exists between Gen Tito Okello, the head of state, and the National Resistance. ance Movement (NRM).

At the signing ceremony between the two parties, Mr Yoweri Museveni, the NRM leader, lambasted Gen Okello for the murders perpetrated by his unruly troops and blamed him for the bloodshed that has caused the death of over 1,000 Ugandans since the July coup. "The violation of human nights that has gone on in Uganda is simply beyond belief.

military solution.

Observers at the negotiations said it appeared that Mr Museveni was stalling for time We are not going to stop until to see if his troops might gain the people who are responsible a military edge that would give

JGANDA

prought to book," he warned. This outburst underlined the

earlier this month Masindi, the third large town to fall to the NRM, was captured in an assault that reportedly met little resistance.

Mary Ann Fitzgerald reports on the prospects for a country torn by war

Leaders' suspicions cloud Uganda peace

Whether or not Uganda will achieve its much sought-after internal reconciliation hinges on the formation of the new military force that will replace the discredited Uganda the discredited Ug: National Liberation Army. It is to be composed of 3,700 UNLA soldiers, 3,580 NRA troops and 400 men from each

I'ms outourst underlined the ennity that exists between the NRM's Bantu supporters, who come from the south, and the predominantly Nilotic soldiers of the Uganda National Liberation Army led by Gen Okello, who come from the north. Mr Museveni's intransigence during the four months of talks of the other three smaller rebel groups that once waged bush wars against the regime of Dr casts doubt on his stated desire for a political, rather than a Milton Obote, deposed in the July coup by Gen Okello.

Before recruiting can begin however, the new Government faces the formidable task of collecting the guns of an esti-mated 50,000 men now under

About one-third of Ugandan vesterday that he intends to Should his ageing leader die, territory, primarily in the west abide by an NRM proviso that his successor will be voted in and southwest, has been in no soldier who has committed NRM hands since October, and a crime against the people be a crime against the people be recruited into the new force. The dilemma of identifying those who have done so is virtually insoluble.

Britain plans to instal a milifary advisory team of about 15 men, headed by Maj Gen Anthony Pollard in Rampala next month, They will help with the disarming of soldiers and the recruiting of the new army under the aegis of a Govern-ment-appointed committee. Mr Museveni has made consuit of legitimate political power, but his gains still fall short of controlling the mili-

tary.
He has failed to win the defence portfolio, which has gone to Lt Gen Basilio Okelio, who led the coup, and an ally

the NRM full control of the country. Several times he has threatened to march on Kampala, the capital, if the peace talks disintegrated, and a senior Kenyan official yesterday confirmed that he had earlier received military assistance for exerting influence is through political channels that have yet to be developed. The ponors have estimated the country needs about \$400m a year in aid to set it back on its UNLA members of the Military Concil in the Cabinet, but Gen or country the casting the eet. Council in the Cabinet, but Gen Mr Museveni made it clear Okello retains the casting vote. by a two-thirds majority.

With the odds seemingly stacked against him, Mr Musc-veni is nevertheless demonstrating an astute political sense. He is reported to be cultivating a friendship with Mr Paul Ssemogerere, leader of the Government delegation at the talks and Interior Minister.

Mr Ssemogerere is head of the Democratic Party, which was in opposition to Dr Obote's Uganda People's Congress, and is backed by the Baganda, the southern people who also form the rank and file of the NRM. The agreement makes provi-

represented in due course on the council, so that such an alliance could prove a powerful factor when eventually the council names a date for elections to return Uganda 10 civilian rule.

#### Sudan ready to sign debt agreement with IMF

SUDAN'S transitional govern- the imposition of new incom ment was last night expected tax arrangements, which would to come to agreement with the have replaced the Islamic International Monetary Fund zakat tax used under the former (IMF), ending months of specu-regime of ex-President Jafaar lation over whether the country Numeiri. Any move to revive would be declared in default in the income tax proposals could failing to settle its arrears with meet with stiff union opposition. the fund.

to a package of economic reforms now paves the way for a rescheduling of the country's \$9bn external debt.

Few details of the agreement were available but informed sources were yesterday ruling out a devaluation of the Sudanese pound. The black market pound currently trades at 30 per cent over the com-mercial bank rate.

Price controls are believed to be central to the agreement with a variety of fiscal measures to ease pressure on the country's balance of payments position.

Earlier this month the have been arrested, ac Government stepped down over a senior police source.

The agreement binding Sudan ment allows donors to release to a package of economic funds to pay the arrears to the In the short term the agree-US have expressed willingness to provide \$50m and Saudi Arabia, Sudan's largest bilateral donor, is expected to follow suit.

However, the agreement looks set to be strongly criticised by unions. In April this year it was union opposition to a similar IMF package that was instrumental in bringing down former President Numeiri.

In a related incident 25 members of the National Socialist Alliance, a party sup-portive of the former president,

#### Seoul expels Washington Times journalist

THE South Korean Govern-ment yesterday expelled and declared persons non grata the Tokyo correspondent of The Washington Times in protest over an article saying a summit meeting had taken place between South and North Korea. The Government said the report was untrue and that it had warned the correspondent, Mr Timothy Elder, not to publish

Relations Government and the foreign press have recently grown tense, with the former objecting strongly to a series of reports describing high-level contracts in which discussions took place about a possible summit meeitng.

A government spokes said yesterday there was con-cern over "speculative" reports that could damage South Korea's foreign diplo-

#### Moroccan state spending set to increase by 37.7%

ment is expected to approve before the end of this month. A 31 per cent increase in state revenues is predicted by Mr Abdellatif Jouahri, the Minister of Finance. Investment spending is expected to increase by 67 per cent to Dirhams 20.5bn. No new taxes are planned but VAT is expected to be intro-

A record cereal crop has led farming output this year which in turn explains the 4.8 per cent increase in gross domestic whom product, a figure more than activity twice that reached in 1983 and 1984.

MOROCCAN government spend-ing is set to increase by 37.7 modernise his armed forces, per cent to Dirhams 68bn most of which are deployed to (£5bn) according to a draft budget which the Rabat parlia-in the disputed Western in the disputed Western Sabaran territory.

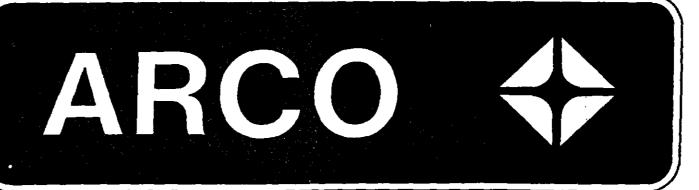
Servicing foreign and domestic debt will cost 119 per cent more next year than in 1985. Foreign debt interest of \$13bn—more than Morocco's GDP in 1984—will nearly double to Dirhams 5bn, despite the recently completed rescheduling of the 1984-85 bank debt.

King Hassan has meanwhile to a 14 per cent increase in promised that the state would farming output this year which pay its backlog of debt to domestic companies, many of whom have had to reduce

The Government, headed by 1984.

Increased defence allocations, will continue to implement up 30 per cent to \$700m, and foreign debt servicing will account for much of the rise in spending. The King has announallowing the dirham to ced his decision to spend \$1bn depreciate

## CALCINED COKE **FROM**



Consistent Quality Carbon

Arco Export Trading, Inc. A Subsidiary of Atlantic Richfield Company

For Information telex 677415 Attn: J.F. Zink

💳 🗀 در اید فرانسته مواد مهمینی به در در پرسمینی به دارای واقعه از باید مهمینی به در مصمینیست بیست بیست بیست در

BY STEWART FLEMING IN WASHINGTON

THE WHITE HOUSE claimed yesterday it had rounded up 50 Republican votes in the House of Representatives to support the Administration-backed tax reform Bill—the minimum level federal spending for defence rounded from the language of the language for the languag reform Bill—the minimum level of support needed from the

the White House has said is the top domestic legislative priority of the President's second term, will pass. "I hope that we could pass it. Whether or not we can I do not know." he said. But even as the White House was signalling some optimism on the Tax Bill, and in doing so attempting to shift the blame for failure on to the rival Democratic Party, Mr Reagan's legislative agenda was unravelling elsewhere.

Late on Monday night a combination of liberal Democrats and right-wing Republicans combined to vote down a continuing resolution needed to authorise several key govern-ment departments to maintain

Yesterday morning the House approved a new temporary spending bill which will expire on Thursday removing the threat that the Administration

or support needed from the President's own party to give the legislation any chance of approval.

But Mr Tip O'Neill, House speaker, said he is still not sure whether the legislation, which the White House has said is the top domestic legislation priority.

In wo toomed.

The rejection in the House on Monday night of the \$370bn spending Bill for government departments which have not yet had specific appropriations bills approved came as a shock. The vote amounted to a rejection of a binarties of the street of the s of a bl-partisan compromise which had been hammered out in a House Senate conference

committee.
Some congressmen put the setback down to the unpredict-ability of late night sessions. "It's never wise to keep the House in after 11 pm." said Rep Lynn Martin. a Republican from Illinois. "It's like manag-ing a nursery school without a

against the budget Bill because it provided for defence spend ing appropriations of \$282.5bn some \$13.6bn above the level approved earlier by the House. The Bill also lacked the pro-visions for reform of defence procurement which many liberals backed, and contained funds for the production of chemical weapons for the first time since 1969.

#### US suffers worst ever merchandise trade deficit

BY OUR CORRESPONDENT IN NEW YORK

THE US current account deficit increase in US income from surged to \$30.5bz (£21bn) in services and to contain the the third quarter as America deterioration in the current suffered its worst merchandise account deficit, the Commerce trade deficit ever and farm Department said. exports hit their lowest level Net service exports hit their lowest level Net service receipts rose since the first quarter of 1979, \$2.3bn to \$8.7bn, reflecting a the Commerce Department rise from \$1.6bn to \$10.2bn in reported yesterday.

The decline in the value of depreciation the dollar on the foreign exchanges this year has not yet partment reported a surprisingly large fall of 12.2 per cent having starts. Falling been reflected in any improvement in the merchandise trade
deficit which rose \$4.6bn to
s33.1bn. But the fall in the
dollar helped to produce a sharp

income from US direct invest-The second quarter current ment abroad, mainly as a result account deficit was \$27.7bn. ment abroad, mainly as a result of capital gains due to dollar

#### **Coffee price** boost for **Colombian** exports

By Sarita Kendali in Bogota

INCREASED coffee prices are expected to give a sharp boost to Colombia's export earnings this year and during 1986. Official estimates now believe coffee earnings will rise from \$1.5hn (£1.1hn) to almost \$2bn during the year as a result of Colombian coffee taking advantage of drought taking advantage of drought

These higher coffee export These higher coffee export earnings forecasts came as Colombian officials were due in the US yesterday to sign a 5thn loan agreement with commercial banks. The loan agreement shows Colombia remains one of the few Latin American debtors capable of obtaining fresh funds from commercial banks. Total private and public foreign d;bt stands at \$12bn.

Negotiations with the banks

stands at \$12bn.

Negotiations with the banks were slow, largely because of the Government's determination to avoid formal standby arrangements with the International Monetary Fund (IMF). The search for a special formula began over a year ago, and it was finally agreed that the Colombian economy would be monitored every quarter by the IMF. every quarter by the IMF.
The deal has gone through
despite an embarrassing leak
from the Fund that led the
Colombian Government to ask

for the postponement of an IMF mission. In the postponement of an IMF mission.

In spite of strong progress on the external front, the authorities have been less successful in cutting back the budget deficit. But the Finance Ministry has promised that the most difficult period is over, and policies will now stress stability and growth.

The 1985 inflation rate is expected to end up at around 24 per cent, while economic

24 per cent, while economic growth is estimated at 2.5 per cent to 3 per cent. Rapid devaluation has brought the devaluation has brought the official and black market exchange rates together, encouraging people to change money in the banks. Foreign income is also being fuelled by the rise in coffee prices.

Nearly two-thirds of the credit will go towards the completion of the Cano Limon oilfield development and El collifield development and El Cerrejon coal project. Early coal sales from El Carrejon have brought in some \$80m so

#### France's Caribbean possessions may be a little too French, reports David Housego Islands in the sun ponder problems of largesse

TWENTY years ago General de Gaulle's first words when he addressed the crowds that had gathered to hear him in Fort de France, Martinique, were: because of the high cost of labour compared with other Caribbean states. "Mon Dieu, mon Dieu, comme vous etes Français. (My God, my God, how French you are)." Notwithstanding the coconut

Notwithstanding the coconut paims and the banana groves, both Caribbean islands are still very French. Beaujolais Nouveau lies on the table of restaurants in Martinique and Guadeloupe in late November as it does in France. Village town halls and churches have been built with a Gothic nostalgia for the French provinces. The telephone booths are the same as in Paris — and just as often out of order.

The islands have among the highest living standards of any territory in the region, but economic and political uncer-tainties are beginning to cloud the horizon.
"Our problem is under-development," M Aime Césaire,

the poet-mayor of Fort de France, capital of Martinique, told President François Mitter-

rand on his recent visit when he greeted him at the town hall whose motto "Semper Francia" (Always France) had received a fresh coat of paint for the The long decline in export earnings from the island's staple commodities of sugar and bananas have helped push up unemployment to about 30

cent. Local industry has been slow to develop

In nearby Guadeloupe, poli-In nearby Guadeloupe, political squalls have followed on the heels of economic difficulties. Rioting flared in the city of Point-à-Pitre in the summer over the continuing imprisonment of an independence leader allegedly on hunger strike. This came in the wake of terrorist attacks earlier in the year by the clandestine independence movement Alliance Revolutionnaire Caraibe (ARC).

Though the agitation has now

Though the agitation has now died down, the massive security precautions that were in force for M Mitterrand's visit reflect the continuing nervousness of French authorities, 1986 is the year that the Gaude-loupe problem must be brought into the open," says M Claude Mankouke, leader of the main independence movement L'Union Populaire pour la Liberation de la Gaudeloupe (L'ULPG), with his eye on the forthcoming Parliamentary elec-

Both Martinique and Guade-loupe were incorporated into France as overseas departments in 1946 — a status intended to remove the stigma of colonialism and give their population the

French assistance is para-doxically both too open-handed and insufficiently so. Mar-tinique and Guadeloupe obtain tinique and Guadeloupe obtain from the central government FFr 4,750 (£423) per head of population in transfer payments and investments, compared with an average of FFr 700 in metropolitan FGrace. Eighly per cent of Guadeloupe's gross

in 1946 — a status intended to remove the stigma of colonialism and give their population the same rights as citizens of metropolitan France.

But in a Caribbean that is France have to pay, have largely independent and eight hours flying time from Paris, the very "Frenchness" of the islands is beginning to have an time, the business communities

on both islands have long prospered by importing from France—giving them little interest in taking the plunge into more risky industrial ventures.

Two recent events have fur—greater autonomy.

The underlined the Antilles economic vulnerability. The privileged position that the two islands had in terms of access to the EEC for their sugar and bansa exports as a result of being French departments has been whittled away by the lowering of tarriff barriers to other developing countries who

other developing countries who are signatories of the Lome At the same time the Reagan plan for the Caribbean has opened up US markets to ex-ports from a number of Caribports from a number of Caribbean countries, but not including the French Antilles. In Cesaire warns that as a result, French investors "will find it more worthwhile to invest in Haiti or elsewhere in the Caribbean than in Martinique or Guadeloupe."

month. His message was to emphasise the need for regional co-operation within the Carib-bean, self help and the indivi-dual identity of the islands within the French nation.

are located and the adminis-trative tentre for the univer-sity system. A large majority prefers to remain part of France rather than risk the drop in living standards that would rome with independence.

Guadeloupe has a tradition of more militant political and trade union activity and there are sharper differences in wealth. The ARC revolutionary movement has for the moment called a truce, but independence parties are said to represent anything up to 10 per cent of the vote.

Frence is being given strong French help is insufficient in that the islands are increasingly aware that they will not be exempt from the budgetary squeeze that is hitting public expenditure in France.

President Milterrand was unable to offer any crumbs of economic comfort earlier this them to the US.

month. His message was to instead warfund and instead and Martinique can instead

and Martinique can instead freely enter and take jobs in France — an advantage that only a minority would want to

## Canada scores notable success in defeating recession

CANADA registered notable successes in its recovery from the country's most severe postwar recession, the Organisation for Economic Co-operation and Development (OECD) said in its annual report on the Canadian economy published today. "Gross national product (GNP) in 1984 posted its highest annual growth rate since 1976 and continued to grow rapidly in the first half of 1985," the report said.

"Even though the upturn is well into its third year, inflation has continued to decline . . . Moreover, the foreign trade account posted a record surplus.
"Looking ahead to the country's short term prospects no major internal risk to a con-

CANADA registered notable foreseen, even though GNP successes in its recovery from growth is projected to slow in

Canada did, however, face two major medium term prob-lems: a federal budget deficit which, relative to GNP, was one of the highest among those of major OECD countries and persistently high unemployment. Exports had contributed 1.3 percentage points to last year's

GNP growth of 5 per cent, helped along by an improve-ment in Canadian competitive-ness vis-a-vis the US (though

CANADIAN ECONOMY Gross national product (GNP) ..... Inflation rate? ...... Exports of goods and services ..... 

helped along by an improvement in Canadian competitive ness vis-a-vis the US (though not compared with other countries).

At the same time imports of manufactured goods had increased more rapidly than overall domestic demand. Patterns of demand and an exchange rate against the Euro-

ing investment and upprading the labour force are expected to predominate eventually." The OECD report notes that unemployment remains high, though it accepts that Canada has had a good record of creating new jobs in the past. Present prospects for a substantial strengthening of demand for Canadian raw materials did but look returned.

"Should this situation per-sist in the langer term, a fur-ther shift from the resource-based sector to other branches of the economy may be requited to permit a return to full employment," It said. OPCD Econômic Surveys 1994-1995: Cababa. Obtainable in UK 1/6th HM Scationary Office, POB 276 Landon SWS BOT OF 18 High HOMBOTH, Löhdon WCTV 6HB.

#### WORLD TRADE NEWS

## West Germans hope for N-sale to China soon

BY JOHN DAVIES IN FRANKFURT

WEST GERMANY is hoping to clinch the sale of nuclear reactors to China in a few months, although the deal is still clouded by complex negotiations. and international competition.

A major countertrade operameet the cost of the project through the export of Chinese raw materials. China may also sell uranium to West Germany.

With Bonn's backing, Kraft-werk Union (KWU) is seeking an order for two 1,000 Mw reactors for a power station at Sunan, about 100 miles from Shanghai. KWU, a subsidiary of the

Siemens electrical group, has been fighting hard for the contract in view of the scarcity of nuclear power station orders. Framatome, the French nuclear ractor company, also has its eye on the Sunan project. The French are pleased at win-ning agreement in principle for Guangdong Province and Hong

Phillips Petroleum Inter-national Corporation and Pecten Orient Company yesterday signed a contract with China for offshore oil exploration rights in the South China Sea, AP reports.

The official news agency Xinhua said the US companies were awarded a contract area of 2,773 square miles in the Pearl River from the Shenzhen Special It was the third contract in the second round of offshore

bidding, which began in November, 1984. November, 1984.

The first contract was awarded to three Japanese companies, and the second was given to the Esso-Shell group, formed by Esso China of the US and Shell Exploration (China) of Britain

the supply of reactors for the Daya Bay power station, which will generate electricity for Guangdong Province County for But with China reining in development ambitions, there Guangdong Province and Hong Kong.

Nuclear experts in West Germany believe that China is anxious to obtain the best terms through competition.

The West Germans feel that West Germans.

The continuing talks with the west Germans feel that The countertrade package the year 2000, but the Chinase the continuing talks with the continuing talks with the send 150 tonnes of special to china between now and the Chinase that the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing talks with the send 150 tonnes of special to china between now and the continuing t

tion (China) of Britain.

The West Germans feel that The countertrade package the year 2000, but the Chinese China wants to maintain wide associated with the deal is want many times that amount room for manocuvre by build- understood to be near comple- to justify the project.

US car

tion, although Metallsgeseil-schaft, the Frankfurt-based metals and mining house, has so far declined to give any It is widely know, however, that part of the KWU project would be met by the export over many years of non-ferrous metals, including tungsteb, and chemicals. Metallgeselischaft, which has been rapidly building up countertrade business, would arrange buyers for these materials world-wide, includ-ing the Pacific area. It has offices in Peking, Shanghai, Canton and Shenzhen and is

China also wants to export uranium to West Germany to help pay for the KWU deal and some West German electricity utilities are seriously considering the idea. It is believed that some utilities are very close to

some utilities are very close to signify a contract.
There are serious doubts, however, about another project which the Chinese have been linking with the KWU deal—China's offer to store spent nuclear fuel and nuclear waste

#### Japan stays silent on export curb By Jurek Martin in Tokyo

JAPAN has take no decision on whether or not to continue voluntary restraints on car exports to the US beyond heat harch, when the present programme expires. Mr Yasuhire Nakasone, the Prime Minister, made this clear to Mr Howard Baker, the former US Senate majority leader, when they met yesterday, as did Mr Makoto Kuroda, directorgeneral of the Middlettrade policy at the Ministry of International Trade and Industry (MITT) in a separate

Briefing. Mr Kuroda surprise at the US reaction to comments attributed last Friday to a Miti official, who had been quoted as saying that the programme was due to expire in March and only exceptional circumstances would induce Japan to protong it.

Mr Kuroda denied that Japan was floating "a trial balloon" to gauge US sentiment, which, in the event, was bitterly critical. was bitterly critical.
List spring when Japan
lifted the celling on US car
shipments from the 1.85m
units of 1984-85 to 2.5m, the US Congress professed outrage. Subsequently, Mr Nakasone said Miti would have been better advised to

say nothing. On this tecasion, Mr Kuroda said the Prime Minister's comments still applied.

He insisted that the Government was engaged in no discussions on car trade with the US, nor with the Japanese car industry, and that Miti was conducting no internal discussions on the subject. Henceforth, Miti would make no comments, he said. Mr Kuroda predicted that there would not be a new

import action programme

part of last summer's pr

next spring.

Japanese tariff levels would form part of the new-round discussions in the General Agreement on Tariffs and Guam route, to start on March 3, next year, and is also expected to seek a Tokyo-Los Agreement on tarins and Trade, while recent parliamentary legislation meant that by next April 1 Japan would have put into effect 95 per cent of the improvement in standards and certification that formed a large part of less commend to the commendation. Angeles route.
Today's decision followed a government committee recom-mendation earlier this month that JAL should become a pri-vate company and the govern-ment sell its 35 per cent stake

of them old and the subject of fruitless talks, also consti-tutes a trade negotiating agenda

## 23 barriers to trade with US

BY PAUL CHEESERIGHT IN BRUSSELS

THE EUROPEAN Commission and Trade. In this area, the vesterday published a list of Community has seven flemands as ilems which, it said, consti- on the Americans springing tuted barriers to trade with the from:

tittes a trade negotiating agenda for the next few months.

The list has been presented to Dr Clayton Yeutter, the US Trade Representative. As Mr Willy de Clercq, the Community's external relations community's external relations commissioner has said: "The notion of fair trade must be applied in the same manner on both sides of the Atlantic."

International opinion. he added, should not believe that the US was the only country to respect the rules of international commerce.

Both sides have traditionally been willing to accuse the other of falling down o nobligations each should accept under the ban on firearms.

each should accept under the General Agreement on Tariffs

Their publication was a riposte to President Reagan's speech of September 23 when he said. "I believe that if trade is 'free' in name only."

The list of complaints, many of them old and the subject of fruitless talks. also consti-Imposition of a higher flutles Tax concessions to exporters;
 Refusal to import literature

opportunity again to vent its displeasure with "Buy Ameri-can" practices.

tions with the US. However, the barrage of complaints crossing the Atlantic both ways reduces the force of

But the Commission, having drawn up hastily a list which is life claimed to be exhaustive is not, it appears, very clear what to de flex.

It was noted vesterday that here was the ground for the flext series of trade disputes.

EUROPEAN Community air ministers will be asked to free restrictions on small airlines operating from regional centres in a new initiative for liberalisation of the industry to be mounted by the European Commission in the New Year.

it was noted vesterday that here was the ground for the hext series of trade disputes. On the other hand, it was made clear that the Community has no formal strategy in its approach to commercial relations with the US

the expressions of mutual collaboration in the prepara-tions for a new round of multilateral trade negotiations. This dichotomy is sharply missioner for Transport. etched in agricultural trade, a He is already seeki etched in agricultural trade, a He is already seeking to subject for negotiation in the pilot through the council of international talks. The Commission list of unfair US which would permit greater fare trading practices includes agriand capacity flexibility tultural import quotas, the Since the 1983 directive was \$2bn programme to enhance passed, 15 applications to pro-American farm product exports vide services between Comban on firearms.

The Community select the the US.

#### European Commission identifies Call to lift restrictions on small airlines

regional centres in different Community countries by permitting links between the regional centres and the hubs of the main trunk routes. The Commission initiative was disclosed yesterday by Mr Stanley Clinton Davis, Comvide services between Com-munity regional centres have been approved

#### Eximbank may offer mixed | Pan Am applies to fly credit for Algerian metro

Eximbank may offer mixed school building together with credit packages aimed at beat-ing French competition. the huge cultural and com-mercial centre round Riad El

French would end or sharply curtail the practice.

France has answered with its own fighting fund but other countries are bound to suffer if last month's opening shots lead to a credit war. However, bids are not expected to be called for before late this winter.

The project will be split up into three major parts: civil engineering, including tunnelling for which French, Japanese and Spanish companies are expected to bid; the electrical bids are not expected to be called for before late this winter.

The project will be split up into three major parts: civil engineering, including tunnelling for which French, Japanese and Spanish companies are expected to bid; the electrical includes tracks, rolling stock, power supply; and signalling and workshop facilities.

Supervising the project will into three major parts: civil engineering, including tunnelling for which French, Japanese expected to bid; the electrical includes tracks, rolling stock, power supply; and signalling and workshop facilities.

Supervising the project will into three major parts: civil engineering, including tunnelling for which French, Japanese expected to bid; the electrical includes tracks, rolling stock, power supply; and signalling and workshop facilities.

Supervising the project will be split up into three major parts: civil engineering, including tunnelling for which French, Japanese expected to bid; the electrical includes tracks, rolling stock, power supply; and signalling and workshop facilities.

Supervising the project will be split to the major parts: civil engineering, including tunnelling for which French, Japanese expected to bid; the electrical ingle for which French, Japanese expected to bid; the electrical ingle for which French, Japanese expected to bid; the electrical ingle for which French, Japanese expected to bid; the electrical ingle for which French, Japanese expected to bid; the electrical ingle for which French, Japanese expected to bid; the electrical ingle for which French, Japanese expected to bid; the electrica

A PROJECT to build a metro . It fits into the wider policy in Algiers worth around \$350m of revamping the capital of (£248m) is high off the list of Algeria which has left fince six deals for which the US 1980, to much road, house and

## Airbus across Atlantic

Pan Am in West Berlin said the Airbus flight to New York will originate in Berlin with stopover in Hamburg.

The airline is aiming to begin North Atlantic flights with the Airbus in early February ca four days a week in both directions. It has also applied to use the Airbus on flights between Shannon and New York beginning in late March.

Pan Am said it is seeking permission to fly a route which would keep it within 120 minutes of an alternative air-field. It needs an exemption

Aerospanate said, metuer reports from Paris.

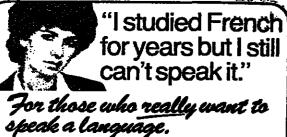
The ATR-72, a streched version of the ATR-42 short-haul commuteer plane, is built by a Franco-Italian consortium commuteer plane, is built by a Fran

PAN AM has applied to the US
Federal Aviation Administratioh (FAA) to fly European
Airbus A310-200 airliners between Hamburg and New York.
It would be the first transatlantic parts to be recorded. tween Hamburg and New York. It would be the first transatlantic route to be served by the two engine airliner which has a range of 6,500 km.

TWA, Air Canada and El Albegan Atlantic flights earlier this year using the two-engine Boeing 767. The advantage over the conventional four-engine aircraft is a considerable saving in fuel.

Pan Am in West Berlin said the Airbus flight to New York

The ATR-72, a streeched ver-



crash courses of semi-private tuition in small groups of 3 or 4 people. Courses start December/January.

FRENCH, GERMAN, SPANISH, ITALIAN OR ENGLISH.

**B**ERLITZ

Berlitz now offers special 3 week full time

So you can speak the language of your choice by the famous, fast and simple, Berlitz method Phone today for more information.

More Jäpanese fly overseas

## airlines to

THE Japanese Government yesterday cleared the way for more Japanese airlines to fly inter-Japanese airlines to fly international routes, ending the monopoly of Japan Airlines (JAL) as sole flag carrier, Reuter reports from Tokyo,

The Cabinet abolished long-standing regulations giving all the international routes to JAL and leaving a share of domestic routes to All Nippon Airways (ANA) and Toa Domestic Airlines (TDA).

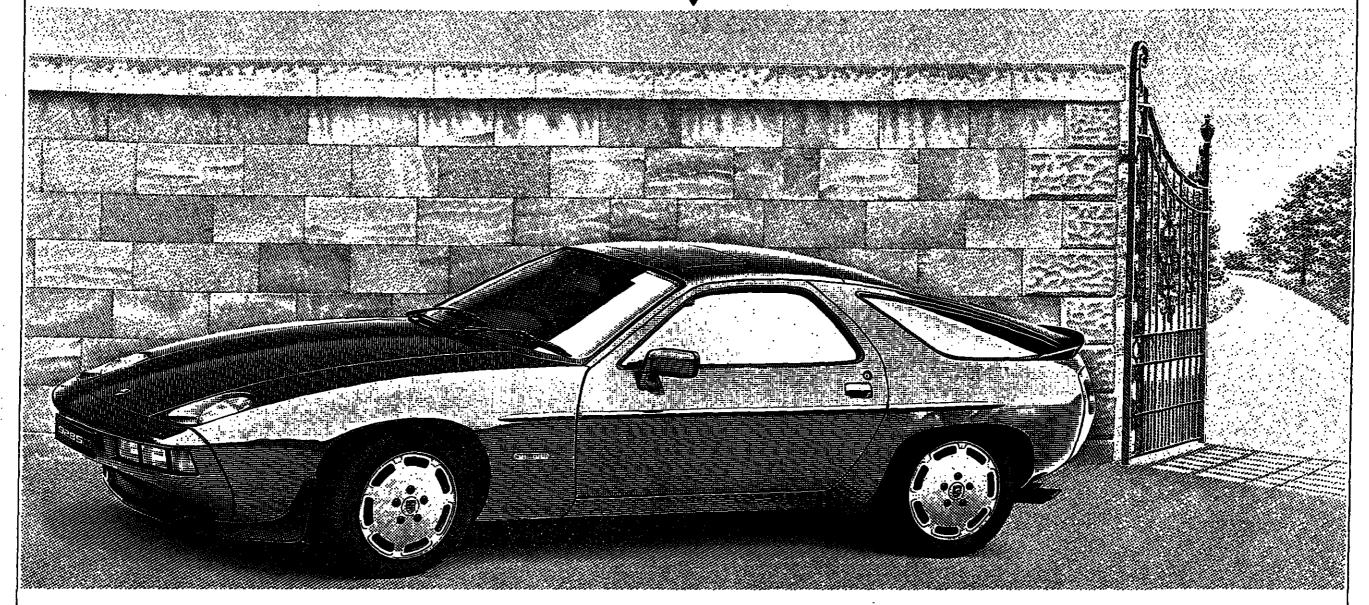
ANA has applied for a Tokyo-Guam route, to start on March

ing French competition.

The US threat to match any French mixed credit package is aimed specifically at the contract for the rolling stock, worth about \$80m, for which Transit America. formerly Budd Company, is likely to bid. The US intends to set up a \$300m "war-chest" which would be used to make mixed credits so expensive that the French would end or sharply curtail the practice.

France has answered with its mercial centre round Rlad E! Fatha, the monument to the mantyrs of the mantyrs of the canadian company that the canadian company the canadi

#### IT WAS MADE FOR LONG DRIVES.



You don't have to drive many miles in a day to realise that travel doesn't only broaden the mind. It also tires the body.

Which is why, when Porsche developed the 928 to be the definitive, modern-day grand touring car, the overriding concern was not status, but stamina.

How could Porsche conserve the driver's energy while best utilising the car's?

First, create the ideal driving environment. Thus the 928S Series 2 has a cabin interior which makes you feel at ease immediately.

To improve comfort and car control, front seats are electrically powered for height, reach and back adjustment.

Instrumentation is rather accommodating too. Not only will the steering column adjust, but the entire instrument binnacle moves with it.

There's a 14-function safety warning system that monitors the car while you watch the road.

While to prevent those annoyingly frequent adjustments to heating and ventilation, the 928's climate control maintains your pre-set temperature automatically.

Minor details make a major difference too. The air-conditioned glovebox, for example. The electric, heated door mirrors. The unique, screen-cleaning system that removes difficult bugs and smears. Even the ashtray is illuminated.

But more enlightening is the experience of driving a 928. V8 power and first-rate roadholding make this one of the most relaxing cars in the world to control.

Not only is it quicker from A to B, it's smoother. Opt for the 4-speed automatic and the 928 performs more effortlessly still.

Yet it lacks little of the manual's mid-range punch. Instant response at any speed makes overtaking manoeuvres swifter and therefore safer.

Should you choose to cruise all day at 70, that's no problem. (This is the car that when unleashed on the Nardo test track covered 3749 miles in 24 hours at an average speed of 156mph.)

To make long journeys less physically demanding, there's a cruise control, of course, second generation ABS braking, and power steering that's speed sensitive.

And so that you expend less nervous energy, the 928 feels as though it's built to withstand just about anything. It does.

Add to this, generous luggage capacity, a 400 mile touring range (between fuel stops), and you have a luxury performance car without equal.

It even makes your money go further.

Consider the economic advantages of a 2-year mechanical warranty, 10-year Longlife anti-corrosion warranty that's routine maintenance free, 12,000 mile service intervals and respectably high re-sale values.

Then simply send us **BUILDING ON ACHIEVEMENT** your business card. We'll provide a personal introduction to your nearest Official Porsche Centre and a comprehensive brochure on the marque.

Needless to say, it doesn't matter how far you go, you won't find a finer car.

928S SERIES 2 PRICES START AT £35,523, 928S SERIES 2 AUTOMATIC DOE TEST: URBAN: 16.9 MPG (16.7 L/100 KM), 56 MPH: 32.9 MPG (18.6 L/100 KM), 75 MPH: 26.9 MPG (10.5 L/100 KM), PRICES, CORRECT AT TIME OF GOING TO PRESS. EXCLUDE NUMBER PLATES. PORSCHE CARS GREAT BRITAIN LIMITED, BATH ROAD, CALCOT, READING RG3 7SE, TELEPHONE 0734 303666.

ta lit crion null crion

usego

Besse \*

to fly lantic

## Lawson in row with MP over City allegations

BY PETER RIDDELL, POLITICAL EDITOR

THE ANGER and frustration of Mr Nigel Lawson, the Chancellor of the xchequer, over the welter of allegations by Mr Brian Sedgemore, the Labour MP, about City of Lon-don fraud yesterday boiled over in the House of Commons into an ex-change of insults between the two

"Scurrilous McCarthyste smear campaign," and "snivelling little git" were among the exchanges that Mr Bernard Weatherill, the Speaker (chairman), alone among MPs present chose not to hear, but then to deplore in general.

The occasion came after Mr Lawson's statement on banking supervi-sion. The first jibe came from Mr Sedgemore, who has recently produced a series of allegations about the Johnson Matthey Bankers and Lloyd's affairs. He accused Mr Robin Leigh-Pemberton, the Governor of the Bank of England, of "wanton negligence" and of being "not mere-

ly a disaster but a disgrace."

He wondered how anyone could place their trust in a system of supervision organised by this "appalling deadheat."

Mr Lawson then turned on Mr Sedgemore and, to Tory cheers, accused him of being the biggest fraud so far exposed. "By engaging in a scurrilous, McCarthyite smear campaign under the cloak of parliamentary privilege to further your own sordid political objectives, you have succeeded only in damaging the good name of the City, to the delight of our competitors overseas, and in impeding the police in their attempt to bring wrongdoers to

Mr Lawson added: "To describe you as a pest would be unfair to pests." At that point, an angry Mr

build £180m

By Max Wilkinson, Resources Editor

Sedgemore shouted: "You snivelling Tory MPs then attacked Mr Sedgemore for his remarks and some complained that his words

were "disgraceful." Mr Weatherill said he had not heard all the remarks, or to whom they were addressed - although that was clearly apparent to other MPs and observers. Mr Sedgemore, the Labour MP for Hackney South and Shoreditch, in East London, said in reference to his "snivelling little git" remark that it was "an

East End epithet." Mr Weatherill warned MPs in general and Mr Sedgemore in parti-cular that MPs needed to take great care about the imputations put on the characters of others not in the

That incident followed a renewed demonstration of how City affairs have become an important political issue when several Labour MPs and one Tory member raised allegations of fraud with Mrs Margaret Thatcher, the Prime Minister.

She emphasised her determination to do everything possible to deal with fraud and said the Government had just received the report of Lord Roskill on the handling of big fraud trials. She said that contained 112 recommendations. which would be considered carefully. The report would be published

Later, Mr Roy Hattersey, La bour's deputy leader, in a speech on the City, said its integrity was now in doubt with a growing number of ciate the Government with the City's problems and urged tighter

## Shell to oil plant

SHELL UK is to spend £180m on a new plant to make petrol at its Stanlow refinery near Ellesmere Port, Cheshire, the company an-nounced yesterday. It will be Shell UK's largest downstream investment for several years. The plant, known as a long res-

idue catalytic cracker, is to be built as part of a modernising programme which includes the upgrading of equipment and sub-tantial slimming down of the workforce.

The new cracker at Stanlow replaces older less efficient plant, and will produce about 1.2m galloas of petrol a day from between 8,500 tonnes and 9,500 tonnes of North Sea oil.

The design contract has been awarded to Foster Wheeler of Reading. Work is expected to start in January for planned completion by the end of 1987. Up to 800 construction workers will be employed.

The announcement comes with

Shell UK well on the way to achieving its planned 1,000 reduction in the workforce at Stanlow to a target of 2,300 next year.

Mr Bob Reid, chairman of Shell UK said yesterday: "We could not support such a large project without the productivity improvements. This shows that by restructuring and accepting change, we can justify re-invest-

At the time of its annual meeting in March Shell UK said it would continue to rationalise its downstream businesses and to ensure that they did not need to be subsidised by the exploration

## as Ford agrees to body panel licences

FORD has agreed to grant licences, on certain conditions, to independent UK car replacement body panel makers for all except its latest models. As a result, the EEC Communication industry because of their general implications for copyright and registered design protection.

The Commission's proceedings were begun in early November afmission yesterday announced that it had suspended proceedings aimed at compelling Ford to grant

Ford's action, taken reluctantly and which it said yesterday would cost it "several millions" a year, means it is unlikely to pursue further court actions it has already instigated against several replace-ment panel makers for breach of copyright, provided the companies involved apply for licences in the

estimated to account for between £5m and £6m of annual £35m to £40m total trade in Ford replace-

The independents currently are

ter complaints by the independents. The conditions of Ford's offer are that would be licensees should pay a royalty of 2 per cent of turnover until 15 years from the data of the first sale of the vehicle on which replacement panels are based.

In addition, it will require an additional royalty of 1 per cent for six vears, from the date in which a licence is granted, in respect of those panels which have been the subject of its court actions.

Mr David Mers, chairman of the Motor Panels Manufacturers and Distributors' Association, last night ment on the details of Ford's undertaking but welcomed the fact that However, the proceedings have been followed with close interest by

#### Peugeot Talbot launches fleet market campaign

long-term appraisal cars with 350 of the UK's larger fleet operators as part of its strategy to regain a presence in the fleet market using per cent by 1989.

The company said the 309, a five-door hatchback, will compete with a broad spectrum of rival models. It is being produced in 1.1.1.2 and 3.2.2.

the Ryton-assembled 309, which is with cars like the Ford Orion 1.6 to be sold in seven different ver- Ghia. sions, will go on sale in the UK on

1 per cent a year, leading to a doubling of its current 4 per cent to 8 car to be badged as a Peugeot.

ence in the fleet market, using a new model range, the 309, John the smallest capacity model is seen as the basic Vauxhall Astra 1200, The company said yesterday that while the top model would compete

Increased penetration of the fleets, which account for more than It is the first of several new mod- 40 per cent of all new car sales in els by which Peugeot Talbot hopes the UK, is seen as vital to the com-to increase its UK market share by pany's future.

The 309 is the first UK-assembled

## Brussels halts action Britain to offer more soft loans for export projects in China

BY FRANK GRAY IN LONDON AND ROBERT THOMPSON IN PEKING

BRITAIN is prepared to boost substantially its aid and trade support for British projects in China, Lord Young, the UK Employment Secre-

toung, the UK Employment Secre-tary, said yesterday.

Lord Young, whose week-long mission to China ends today, said in Hong Kong a new soft-loan facility would add to a commitment of £100m made earlier in the year. It is understood that the new loan pledge could add as much as £100m more to those funds already available to support British exports to

Such aid, part of which would be supplied by British banks, would make China one of Britain's chief recipients of aid-supported export finance administered by the Overseas Development Administration

Through 1984, China had only re-ceived £561,000 in technical co-oper-ation funds from the ODA India, at £146.5m, was the chief ODA recipient, and Bangladesh received hat officials close to Lord Young's project, Lord Young said.

mission indicated it could be at Lord Young's mission int cincials close to have long's project, Lord Young's mission was foliest double the existing outlay. cused on high technology and electronic sector and included manageer loans, to help to finance large projects involving British companies as GEC, projects involving British companies, with a five-year grace period Cable and Wireless.

station, refurbishing of a tractor factory and four other projects in the equipment and machinery fields. The additional loan pledge could support another 20 projects, which include a rural telecommunications are stated to the control of the cont cations project in Sichuan province, an optical transmission equipment project in Shanghai and "further Lord Young said bilateral trade ahead, a very large telecommunications development in the Yangtze was valued at £599m for the first 10

ODA and trade officials in London yesterday would only say that a container port, an aluminium substantial increase was planned, smelter and a major underground

The current fillim offer is for 28year loans, to help to finance large
projects involving British companies, with a five-year grace period
at an interest rate of 5 per cent.

Under terms of the £100m facility, Britzin and China have agreed
The ODA provision enables banks

to make concessionary loans but rebe built in China, Lord Young said.

These include a coal-fired power applications to the Department of Trade and Industry. A House of Commons select com-

mittee report on China trade last July noted with alarm that Britain's share of trade among OECD na-tions with China was just 3 per cent through 1984 and was valued at

### Pension reforms meet qualified support from life companies

White Paper (government policy statement) on pensions reform af-fers unlimited opportunities for life companies. The proposals for employees to come out of their company scheme and the State Earnings-Related Pension Scheme (Serps) and make private pension provision offer a vast potential for life compa-nies to market such contracts.

Indeed, Legal and General Group predicted a substantial growth in private pensions coverage. The Association of British Insurers (ABI) said the development of company pension schemes and personal pensions side by side would be facilitated by the proposals to simplify the contracting out conditions.

Life companies have a near monopoly in the individual pensions market. They also provide services for most small company pension schemes on both a defined contribution basis, with benefits linked to final salary and on a money purchase basis, where contributions paid are invested and the accumulated sum used to buy a pension.

Mr Norman Fowler, Social Ser-

way for both personal pensions and small schemes. He has simplified the rules so that both types of pen-sion can now contract out of Serps. At present, only final-salary-defined benefit schemes can do so. Schemes set up during the five years from the changeover date in April 1988 will get a bonus contribu-

tion boost from the National Insur-

vices Secretary, has cleared the

ance fund during that period. So why are the life companies tempering their enthususiasm? National Mutual Life, a company that keting small-company money-purals subject to urgent clarification on the details of personal pensions.

of the life-company monopoly in inferred by the Department of Trade and Industry and the Inland

First, there is the official ending

partment of Health and Social Security (DHSS) have no hesitation in naming banks, building societies and unit trusts to be allowed to offer both group and personal

The ABI in its submissions to Mr Fowler pointed out that life compaEric Short looks at the likely effects of the Government's proposals to change "

other pension providers should also conform to such strict solvency

The second big effect on life com-panies concerns investor protec-tion. The White Paper states that all companies offering pensions must be subject to the new financial services regulatory system - the M. not on another?
nancial Services Bill expected to The White Par morrow - or equivalent controls.

companies and unit trusts will have their own self-regulatory body - the will be taken to control administra-Life Assurance and Unit Trusts tive charges and permitted invest-Regulatory Organisation (Lautro).
Intermediaries selling life-compaDuring the debate on personal ny and unit-trust products come within the Life and Unit Trusts In-

termediaries Regulatory Organisa- contracts has been emphasised. tion (Lutiro).

tence on unisex amuities for pensions, to ensure that an employee's purchase arrangement, an employee at retirement has to use the ac-

equal contributions. The ABI and the actuarial profes vidual assets. The DHSS controls onal bodies lobbied strongly are likely to include limits on equity against that proposal, which is very holdings.

the pension pectancy than men.

The life companies fear that pro-

requirements that have recently been strengthened under EEC

The ABI has claimed that any

National Mutual refers to the need to clarify the stance of the Department of Trade and Industry (DTI) on solvency requirements for non-insurance providers of person-

However, investor protection just as much impact on life co-comes within the DITs orbit. Life nies as the major statements.

Banks and building societies will be subject to different regulation. an effort to discourage the The principle of equivalence of treatment to ensure uniformity be Mr Fowler has reacted by imposing tween the organisations has to be con their sales operations will be more

The White Paper repeats its Green Paper discussion document controlling permitted investments proposal that there must be equal for personal pensions. The DTI has

much in line with an EEC directive, since it overturns 200 years of ac-tuarial practice. Under that practice lower annuities are paid to women because they have a longer life ex-

posal for two reasons. First, it will distort the market. Introducing equality will not alter the fact that women live longer.

Equal annuities mean that men

get less pension than market forces dictate, while women get more. One can see certain life companies offering enhanced annuity rates providing they are not sold to more than a small percentage of women.

The second fear is that the proposal will be the thin edge of the wedge for completely unisex rates. The White Paper states that the unisex annuity rate will not apply to benefits secured by additional voluntary contributions. But how can life companies offer equal annuities on one class of business and

The White Paper, however, also contains little items that will have just as much impact on life compa On investor protection, powers

pensions, the high level of charges made by life companies on their

contributions were put forward in personal pension concept. Instead.

However, the responsibility for

The third main item in the White is considering limiting to 5 per cent Paper is the Government's insis- expense loadings on personal pencontributions do not disappear in

That in itself will strain compa cumulated pension savings to buy nies offering personal pensions and The White Paner also talks about sions for men and women for laid down certain investment controls on solvency concerning indi-

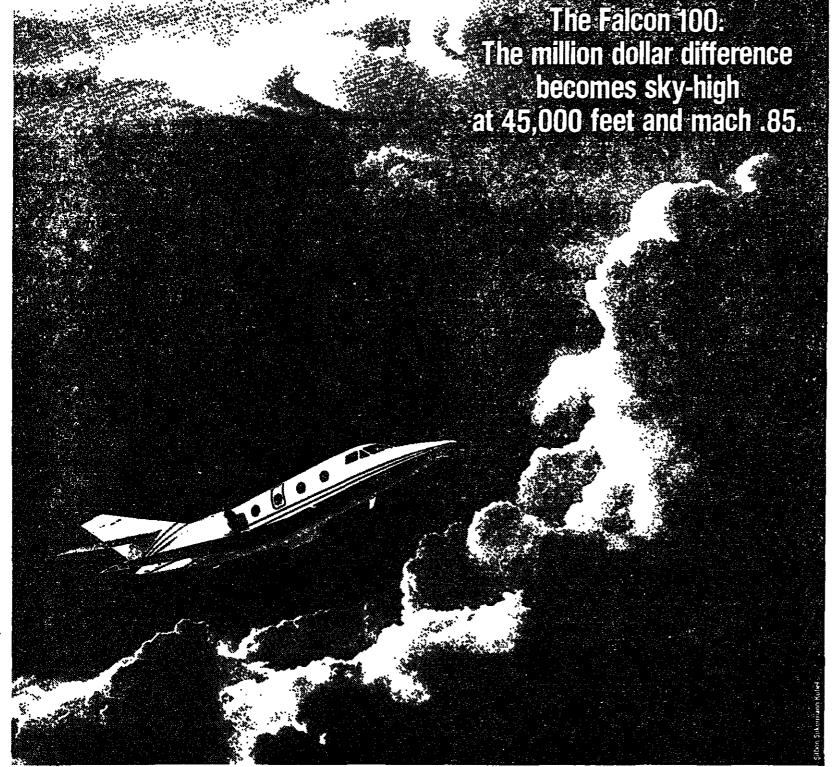
## The British Steam Specialties Group PLC

Suppliers of heating, pipeline, flow control and powder-technology equipment

#### **INTERIM RESULTS**

COOOL-	HALFYI 30th SEP	FULL YEAR TO 31st MARCH	
£'000's	1985	1984	1985
Sales	37,909	31,685	66,278
Profit before tax	2,557	1,606	3,713
Dividend	394	321	893
Dividend per share	2.75p	2.25p	6.25p
Earnings per share	<b>10.4</b> p	6.0p	14.2p

**PROFIT UP 59% EARNINGS UP 73% DIVIDEND UP 22%** 



Where else but in the air can you truly appreciate the safety of your business jet? If it takes you through storms, ice, high altitude turbulence without having to alter its speed or course, it is because it has been built exceptionally strong to weather the toughest conditions and more; this is where it differs from its competitors. The only business jet built alongside some of world's best performing military aircraft had to offer more-safety and strength to airline standards and beyond. You've chosen total safety and reliability. You're flying the

Falcon 100. Fast - very fast - in fact the fastest of all business jets, the Falcon 100 makes for considerable time savings on long trips, but it also features

unequalled safety and ease of handling at low speeds. The slower a landing, the safer it is. Only two business jets are as slow as the Falcon 100; one is just slow, in the cruise too, the other is a further Falcon model. Ease of handling for the pilot, safe use of many short and difficult runways off-limits to other jets. You've chosen the leading edge in safety and performance. You're flying the Faicon 100.

And moneywise the Falcon 100 guarantees you the best possible protection for your investment, especially in terms of its resale value, universally recognized and appreciated by operators. You've chosen a safe and solid value. You're flying the Falcon 100. Safety, performance, high resale value - all

advantages that explain why industry's leaders including IBM, Sony, Rank Xerox, Saab, Volvo and many more - have chosen the peerless Falcon 100.

Dassault International

Please send me the Falcon 100 color brochure. 

I would like a sales presentation. Name/Title

Business takes off with Falcon.



## loans

alified

er experie

1 2127

11.

7 % W ±

200 mm 20

in a mar in Fire

-- :- :

1: 502

....

- F  $j_{\pm} \propto 2^{n}$ 

• -\_=

特殊法理

#### **UK NEWS**

## £12m project on Tyneside

BY IAN RODGER

second largest construction machinery maker, has launched a £12.3m manufacturing project near Newcastle upon Tyne in north-east Eng-

land. It will create 270 jobs by 1987. The plan involves taking over a factory at Birtley which had been closed by Komatsu's larger rival, Caterpillar Tractor of the US, last year, with the loss of 1,000 jobs. Initially, the Japanese company will produce hydraulic excavators and wheeled loaders at the plant. Earlier this year, Komatsu was

one of five Japanese producers found guilty by the European Com-mission of dumping excavators in the European Community market. Dumping duties of 26.5 per cent were imposed on Komatsu, hurting its ability to maintain its substantial sales volumes in the EEC. In the UK alone, Komatsu sold 270 excavators last year.

Mr Shoji Nogawa, Komatsu president, acknowledged yesterday that the dumping duties were a factor in the company's decision to build a plant in the UK. But overcoming the dumping duties was "not our major objective." The company's sion, which had to approve the company's sion, which had to approve the quickly to the needs of European customers. It planned to have a European specification on some Birtley-made machines in three years' linustry department officials pointed out that aid for the Komatsu project amounted to only £2.3m

plan by Komatsu to increase the required. proportion of its production outside

Japan. Earlier this year, it annual true in the Lincoln-based construction

KOMATSU of Japan, the world's ing European markets, but would fit in the framework of the company's worldwide production and stribution system.

Output from the Birtley plant would reach 2,400 units by 1988 and more than 80 per cent of these would be exported. Initially, the UK content in the machines would be 60 per cent, rising to 80 per cent within five years.

Mr Nogawa said that at the outset the engines and hydraulics for the machines would be imported from the company's plants in Ja-pan, but they would be bought in Europe if cost and quality competitive sources could be found.

Mr Peter Morrison, the UK junior Industry Minister, welcomed the Komatsu investment and said he did not think it would produce any objections from other EEC

Last year, a project by Yamazaki Machinery Works, the leading Jap-anese machine tool group, to build a factory at Woreester in England was strongly opposed by machine tool companies in other European countries. The European Commis-

su project amounted to only £2.3m The project is also part of a larger and so EC approval was not

nounced a \$16m factory project in equipment maker, have bought the the US. Mr Nogawa said the UK business from its US parent, Becor plant would not be limited to serv-

## Yamazaki plant may export to Japan

BY NICK BUNKER

ucts to Japan, it was announced

Yamazaki is investing £29m in the 14.5 acre plant, which will use computerised flexible manufacturing systems to make four models of numerically controlled lathes and machining centres. Yamazaki already has two auto-

pan and in Kentucky in the US.
We are confident that our UK plant will be our most advanced flexible manufacturing factory yet," Mr Teruyuki Yamazaki, the familyowned company's president, said in London.

Production at Worcester, which is scheduled to begin in early 1987, will reach up to 700 units of ma-chine tools by the end of that year. Annual turnover at the factory of about £40m should be achieved by

AN AUTOMATED factory being 1988, Mr Yamazaki said. "It is built in Worcester by Yamazaki, the planned that about 80 per cent of largest Japanese machine tool this total output will be exported to builder, may export finished prod-world markets."

"We further foresee that if the revaluation of the Japanese yen continues, there will be a strong possibility that our UK-made machine tools will be exported also to

This could occur if the yen rose to about Y270 to the pound. The pound was priced on foreign exchange markets this week at about Y291.25.
Mr John Shaw, director and general manager of Yamazaki Machinery (UK), a Yamazaki subsidiary with an existing British sales operation, said a government grant of up to £5.2m had been guaranteed to-wards the cost of the investment.

Three trade unions have approached the factory's management for talks about representing the plant's workforce of 200, Mr Shaw said.

## Komatsu starts BA makes £201m profit

BY MICHAEL DONNE AEROSPACE CORRESPONDENT

BRITISH AIRWAYS earned a pretax profit of £201m in the first six current year, Lord King said that months of the current financial recent and prospective steep rises

The six-months' unaudited figure compares with a pre-tax profit of that with lower oil prices on the £189m in the comparable period of the provious financial year, 1984-85, prices should improve."

Shares to the public in the summer of 1988." Planning for privatisation was "well advanced to ensure a successful floation." he added. and £168m for the full year.

Announcing the figures in London yesterday, Lord King, chairman of BA, said that in the first half-year air passenger traffic rose by 9.5 per cent across all its mar-kets

As a result, the airline's turnover rose from £1.49bn to £1.64bn.

Minister to

unveil rate

aid switch

MILLIONS of pounds of govern-ment grant are to be switched from

England's rural areas into London in 1986-87 in advance of the 1986 London borough elections.

The details of the 1986-87 Rate Support Grant Settlement will be

announced today by Mr Kenneth Baker, Environment Secretary. The

Government is anxious to show

that the abolition of the Greater London Council (GLC) next March

will cause rate bills (local property

taxes) to tumble throughout the

However, because of the adminis

trative costs of the abolition, transtitional arrangements, redundancy payments and the setting up of a large number of quangos to take over some GLC functions, it is clear

that many boroughs will not be able to hold or cut their rates unless

they receive large amounts of extra

So while Mr Baker will presen

abolition as the cause of lower rates for next year his settlement today contains technical changes which will direct at least £100m of extra

The Government adopted the

same approach in the current year to try to restrain rate rises in the first year of rate capping, most of the rate capped councils being in in-ner London, with London councils

receiving an extra £200m in grants.

London will get £300m more in grant next year than if the 1984-85

echnical structure had been main

The losers this year and next are

the shire district and shire county

cake has been reduced

By Richard Evans and

Robin Pauley

capital.

government cash.

grant into London.

tained.

year. It is now on course for a significant profit for the full year ending on March 31.

in fuel prices charged by the oil airline in the world. "We look forward world about £50m, or about 10 per cent, to the airline's to the Government. overall fuel costs. But BA hoped

> The half-year's results had also been influenced by some other adverse factors, including exchange rate fluctuations and the loss of the Boeing 737 at Manchester, which cost the airline some com. But the airline "with a record of

good profits behind us," now ranks as among the world's most profit-

Looking ahead for the rest of the able airlines, said Lord King. current year, Lord King said that "We have the solid asset base of the largest route network of any

> "We look forward with confidence to the Government offering our shares to the public in the summer

Mr Colin Marshall, chief execu tive, confirmed that the airline was likely to spend substantial sums Over the next few years on reequipping the airline to replace ageing aircraft and to meet traffic

Lex, Page 14

Holidays and Travel Personal

**FACT** 

MORE THAN 1,500 CHILDREN develop the disease every year

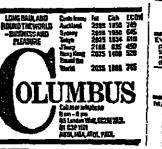
ic is — DIABETES

IOIN THE BDA AND SEND ME A DONATION TODAY

> Jany) cruk BRITISH DIABETIC

ASSOCIATION 10 Ougan Anne Street





Clubs

Personal 1 GNIFICENT GFORGIAN Reproduct

NOTICE OF REDEMPTION

To the Holders of

#### Bank of Tokyo (Curação) Holding N.V. U.S. \$100,000,000 12%% Guaranteed Bonds Due 1992

NOTICE IS HEREBY GIVEN to the holders of the 125.% Guaranteed Bonds Due 1992 (the "Bonds") of Bank of Tokyo (Curação) Holding N.V., a Netherlands Antilles corporation established in Curação (the "Company"), that pursuant to Condition 5(b) of the Terms and Conditions of the Bonds, the Company has elected to redeem, on January 17, 1986, a part of the Bonds in the aggregate principal amount of U.S. \$4.000,000 and bearing the following serial numbers at the redemption price of 101% of the principal amount thereof, together with accrued interest to such date of redemption which will amount to \$121.69 for each Bond.

councils, whose share of the grant Mr Baker will announce that the total amount available through the block grant system of distributing money to councils in 1988-87 will be £11.8bn. This is the same amount as was planned for the current year, but around £540m was lost through penalties for overspending targets and retained by the Exchequer, reducing the actual rate of grant from 48 per cent of council current spending to 48 per cent.

## Howden offers £13m settlement

BY JOHN MOORE, CITY CORRESPONDENT

surance broker, are to be offered £18.4m to settle an outstanding legal action.

The offer is being made by Alex-

ander Howden, now part of Alexander & Alexander Services, the large US insurance broker. The move follows legal action started in 1983 by Alexander Syndicate Management against Howden. Alexander Syndicate Manage-

ment is the Lloyd's managing agency established by Alexander & Alexander to run the affairs of syndicates 126 and 127, in which the underwriting members were grouped. The agency, although owned by the US group, was formed by independent management to protect the interests of the 3,000 or so members who formed the two

The action came in the wake of allegations by Alexander & Alexander that \$55m had been misappropriated by former executives of Howden from Howden insurance interests and Lloyd's syndicates under

The writ had alleged that reinsurances arranged for the syndicates, once headed by Mr Ian Posgate, by "in full and final settlement" of the

ABOUT 3,000 members of the Lloyd's insurance market hit by the troubles which surfaced three years ago at Alexander Howden, the inineffective.

Southern International "was not a bona fide insurance company of any kind," alleged the writ, but was controlled by four individuals con-nected with the two Alexander Howden companies.

Alexander & Alexander Services had arranged for the policies to be rewritten with the Howden Sphere Drake insurance company. But Alexander Syndicate Management disputed the terms on which the reinsurance policies were

Yesterday's announced settlerespectable amounted settlement is in respect of a claim of £16.1m against Howelen. In the action, Alexander Syndicate Management was seeking £2.9m in commissions due to the syndicates, £7.9m and £5.5m on two offshore rollover confer proceeds will be taxed as part policies." The rollover policies were designed to avoid tax liabilities.

In the settlement, which Alexander Syndicate Management intends to recommend to the underwriting members, the bulk of the disputed items has been recovered for the

Alexander Howden Underwriting disputed claims, underwriting

claims emerging.
Mr Jeremy Hardie, chairman of Alexander Syndicate Management said: We wanted to avoid a PCW situation."

In the PCW affair, when Minet Holdings and Alexander & Alexander Services arranged a joint compensation offer worth £40m to 1,525 underwriting members whose funds had been allegedly misappropriated by former senior managers of Minet's PCW agency company, the members were required to surrender their legal rights. This provoked a furious row.

Mr Hardie said that the Inland

offer proceeds will be taxed as part of the run-down proceeds of the syndicate for 1985. On syndicate 127, the offer proceeds will be taxed as underwriting receipts for each of the three years, 1960, 1961 and 1982 to which they relate.

If underwriting members accept the offer the Inland Revenue has agreed that it will not have any fur-ther outstanding disputes with the

## Key science research 'underfunded'

cost-effective investment.

nuclear physics centre

says the plan.

BY DAVID FISHLOCK, SCIENCE EDITOR

search adequately in key engineering and science areas, including advanced manufacturing technolocombagua suq optical

This is the conclusion of the Science and Engineering Research Council, which yesterday published its first corporate plan for its activities over the next five years.

The council provides facilities and grants from its £300m budget to support research in British universities and polytechnics.

It plans to redeploy Clam of its budget in an effort to strengthen re-

BRITAIN cannot afford to fund re- search in some key areas where it It will also internationalise its lat believes Britain is in danger of fall-ing behind other countries. But it concludes that a real inest and largest research facility Isis, the intense neutron source which it is commissioning near Ox crease of about 3 per cent a year ford.

near

The corporate plan, prepared at the request of the Advisory Board for the Research Councils which £10m - "would be an extremely The increase would enable the council to benefit more from exist-ing manpower and basic techoversees the spending of Britain's £600m science budget, concludes niques, to underpin wealth creation, that the council, the biggest of the five research councils, is severely The council plans to make "subconstrained. stantial savings' from its annual subscription to Cern, the 12-nation

Science and Engineering Re-search Council: corporate plan. Po-laris House, North Star Avenue,

BANK OF TOKYO (CURAÇAO) HOLDING N.V. By: The Bank of Tokyo Trust Company

as Fiscal Agent

Dated: December 17, 1986



\$2,325,000,000

#### **Revolving Credit Agreement**

**Manufacturers Hanover Trust Company** 

**Manufacturers Hanover Agent Bank Services Corporation** as Administrative Agent

November 26, 1985

New York, New York

#### Company Notices

RIGGS NATIONAL CORPORATION USD 60,000,000 FLOATING RATE SUBORDINATED NOTES **DUE 1996** 

In accordance with the provisions of the notes, notice is hereby given that for the period 18th December, 1985 to 18th March, 1986 the notes will carry a rate of interest of 814% per annum with a coupon amount of USD 206-25.

> CHEMICAL BANK As Agent

#### **PKbanken** US\$50,000,000 Subordinated Floating Rate Notes

Due 1991

For the six months, 19 1986, the interest rate has been ixed at 8.125% per annum 1986, will be US\$410.76 per note of US\$10,000 denomin-

PK Christiania Bank (UK) Ltd. Agent Bank

#### **EUROPEAN BANKING**

## Two French private bankers wait for a new government

TWO WELL-KNOWN French bankers, who were displaced by nationalisation in 1982 from loss - making family - owned banks, may be using de-nationalisation moves from 1986 onwards to complete a come-back on the French financial

Mr David de Rothschild and Mr Jean-Marc Vernes, former chairmen of Banque Rothschild (now renamed L'Europeenne de (now renamed L'Auropeenne de Banque) and Banque Vernes, have already during the last two years been redressing their fortunes by building up profitable banking ventures in Paris. While the Government and other parts of the nationalised banking sedies bate here presented. banking sector have been pre-occupied with injecting fresh capital into the former Rothschild and Vernes banks, Mr de Rothschild has established P.O. Banque, a small merchant bank with capital and reserves of about FFr 40m.

Mr Vernes through his hold-ing company, Societe Centrale d'Investissements (in which Mr Marcel Dassault, the long estab-lished and wealthy French avia-tion entrepreneur, also has an important stake) has acquired important stake) has acquired control of Banque Industrielle et Commerciale du Marais (BICM), with a share capital of FFr 100m (\$12.95m). All this has been happening during the 1982-84 period in which the two men's former banks have chalked up large net losses of FFr 1 27bm, a lot of which was FFr 1,27bn, a lot of which was due to ill-advised business and property ventures undertaken before nationalisation.

Mr de Rothschild and Mr Vernes have used generous compensation payments from the state—which paid FFr 500m to take over the two banks-to help finance their new, profitable, banking ventures.

Possible sales of state stakes in nationalised banks and industry, which could follow the return of a right-wing government in general elections next March, may give both men further opportunity to extend their new furnicial to extend their new financial

Mr Vernes says he is "open" to all possibilities. One of the opportunities which he will he opportunities which he will be examining is acquiring, with plans, Mr de Rothschild believes of Suez, which has already in charter and the name at the allies such as Mr. Dassault and denationalisation will also jected for 30m into Vernes to same time, he made at the name at the nam



David de Rothschild: yearning to operate under his own

in the nationalised Compagnie Financiere de Suez financial and industrial holding company.

Mr Vernes, who is on friendly terms with two of the principal opposition leaders, Mr Valery Giscard d'Estaing, the former President, and Mr Jacques Chirac, the Mayor of Paris, says Suez will need a strong shareholding structure after denationalisation to prevent the possibility of an unwanted takeover price for Banque Rothschild of about FFr 400m represented d'Estaing, the former may come on to the market from denationalisation,

The optimistic state of the family received a 35 per cent in Suez—whose total capitalisation of the family groups when they were taken over hid from a foreign bank, A stake of 20 to 25 per cent in Suez—whose total capitalisation is estimated at FFr 11bn—held by Mr Vernes and his allies would give it the necessary protection, says Mr Vernes. Suez should not be sold to "traders" who would most after deficits of Fr 37m in 1983

bolding companies Paris is making an operating profit. Mr de Rothschild says the takeover price for Banque Rothschild of about FFr 400m represented a "fair" deal. The Rothschild family received a 35 per cent stake of the three branches of the family in the bank. The liquidation value of Banque Rothschild would have been higher. Mr de Rothschild would have been been they were taken over in 1982.

L'Europeenne de Banque has since come under the wing of Credit Commercial de France, while Vernes has been absorbed by the Suez group. L'Europeenne on Banque Vernes was not "despoilment" but still was "less than it was worth." The Vernes family received 33 per cent of the take-verner for the Rothschild of about FFr 400m represented a "fair" deal. The Rothschild of about FFr 400m represented a "fair" deal. The Rothschild of about FFr 400m represented a "fair" deal. The Rothschild of about FFr 400m represented a "fair" deal. The Rothschild of about FFr 400m represented a "fair" deal. The Rothschild of about FFr 400m represented a "fair" deal. The Rothschild of the family in the bank. T

good deal."

Mr Vernes says the FFr 100m price tag put by the Socialist government on Banque Vernes was not "despoilment" but still was "less than it was worth." The Vernes family received 33 per cent of the take-over price, which Mr Vernes put towards his stake in BICM.

As for the future, both Mr de Rothschild and Mr Vernes put towards his stake in BICM.

As for the future is a need for small French merchant banks," says Mr de Rothschild P.O. Banque's profits were a few hundred thousand francs last year, reflecting the bank's start-up in July 1984. This year, pre-tax profits are likely to be about 20 to 30 per cent of the bank's net worth, with business expanding in the areas of portfolio management, where assets under its control total about \$300m, and corporate finance. Mr de Rothschild's target is to turn earnings in three years' time of 50 per cent of net worth — which by then he believes will total about FFr 40m to FFr 50m.

At BICM, Mr Vernes expects FFr 15m to FFr 16m net profits this year compared with FFr 8m last year. Mr Vernes' burning

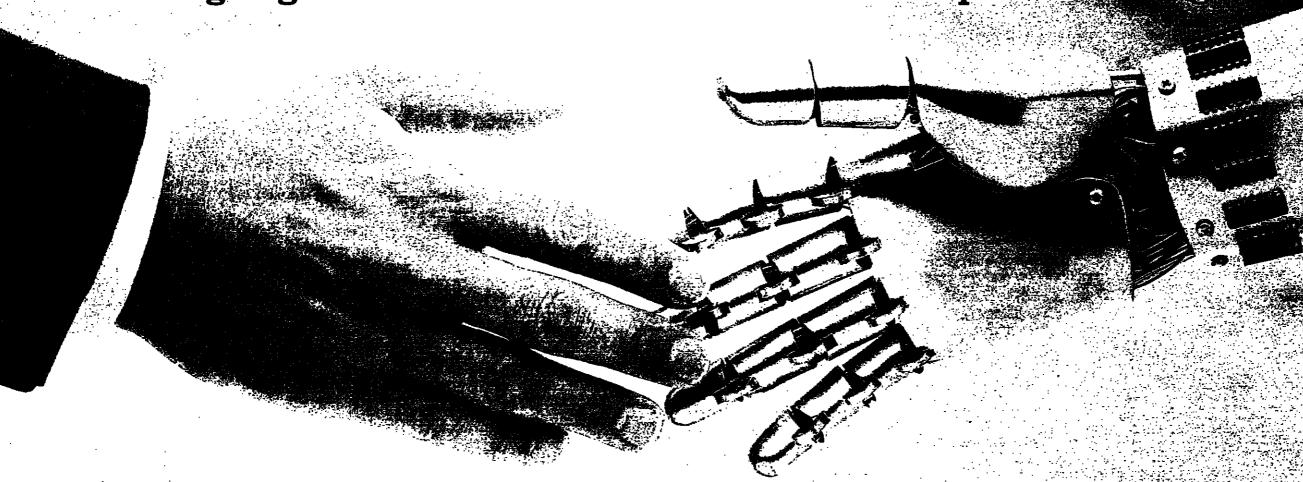
this year compared with FFr 8m last year. Mr Vernes' burning

likely sell their stakes later on, but rather to a group which would hold its participation "in 1983 transferred to Suer in 1983 transferred to Suer the best interests of the nation." FFr 505m in loss-making industrial assets. For 1985, L'Europeane de Banque is expecting to make net profits.

As for Vernes, a 51 per cent subsidiary of Suez through its Banque Indosuez banking arm the family's Parisian businees in 1882 was turned into a (shareholder) association to give it stability," says Mr Vernes.

Although he has less definite plans, Mr de Rothschild believes

THE MANUFACTURERS HANOVER COMMITMENT: It brings together the art and science of worldwide correspondent banking



There's no better judge of bankers than other bankers. And the reason so many of them regard Manufacturers Hanover as the world's premier "banker's bank" is the caliber of our calling officers—the dedicated men and women who work out of our offices in 63 cities in 41 countries.

Person-to-person relationships constitute the art of our bank-to-bank business. Our officers are attentive to the varied needs of your financial institution and are innovative in managing the resources of Manufacturers Hanover for your benefit.

Equally important is the advanced technology we put

to work for you. Manufacturers Hanover has emerged as a world leader in electronic banking because of the commitment, vision and investment we have brought to this important area. Whether through S.W.I.F.T. or through GEONET,® our private global telecommunications network, we can move your funds and information around the world in seconds.

Today, Manufacturers Hanover provides credit, operating and investment banking services for over 1,700 banks outside the United States—from Oslo to Osaka, from Cairo to Caracas—and more than 2,700 banks within the U.S.

The Manufacturers Hanover commitment to correspondent banking is a fact of life. Our people and our computers work hand-in-hand to make it work for you.

For more information about the correspondent capabilities of Manufacturers Hanover, contact John L. McCarthy, Senior Vice President; Manufacturers Hanover Trust Company; 40 Basinghall Street; London EC2, England, Tel. 01-600-5666. Telex: 898 371 MHTCO G.

Global Financial Institutions Division



MANUFACTURERS HANOVER

#### registered company with a strong Italian flavour, and its main activity in Spain, Practically unknown by its own name, it has group sales approaching £100m a year and more than 4,000 employees. Its line of business is extremely unusual: taking over operations that multi-nationals are desperate to get rid of, even if they have to pay

The company describes itself as "an experienced manage-ment team specialised in turnaround situations," and its aim as "exclusively to take over and restructure companies in

ARBOBYL is a

severe financial and operational difficulties." Arbobyl is the new force be-Arbobyl is the new force behind the company still known as Westinghouse SA (Wesa), the former Spanish subsidiary of Westinghouse Electric Corporation of the US and a leading producer of heavy electrical equipment for the Spanish market.

The new management's aggressive" approach (Arbobyl takes pride in the word) is already making its mark with surprising novelty ideas. Alongside the generators, trans-formers, switchgear, locomotives and motors which have made up the business up to now, Wesa is branching out: electric buses, one day, possibly, heli-And in the land of Don Quixote, Arbobyl is thinking of re-inventing the wind-mill; a project to manufacture a new system for wind-generated power could, it says, bring orders equivalent to Wesa's cur-

rent £40m annual turnover.
When it agreed last year to
take over Wesa, with its five
factories, Arbobyl was making its first move into Spain. It now has more than half its turnover in Spain and sees itself becoming increasingly Spanishoriented. Having started in Italy, it regards Spain on the eve of EEC entry as being in a similar situation to Italy 10 years ago, with companies in urgent need of adaptation but faced with stiff trade union

Arbobyl does not boast either financial muscle or technical expertise. Its share capital stands at £5m—increased re-cently from £2,000, by capitalis-ing retained earnings. The company itself is made up, according to Nigel Hawker, one of its two directors and manag-ing-director of Wesa, of "half a dozen trusted executives,

Arbobyl had a hard time persuading Spain's Socialist Pia 2bn (28.7m) in Wesa. Government of the honesty of its intentions. This year it ran into a similar wall of scepticism in Belgium, where it was negotiating to take over another Westinghouse subsidiary, Ateliars de Constructions Flee. Arbobyl had a hard time per-



David White reports on a company which takes on others' unwanted activities



kets; it does not have to ruler decisions to head office; it can

deal it closes, it claims to re-ceive 20 contacts.

Hawker, a 39-year-old Cana-

There the Belgian Government turned it down in favour of another solution. But in Spain there always being a market

There the Belgian Government turned it down in favour of no? Hawker, who counts on another solution. But in Spain there always being a market for heavy electrical equipment, been liquidation.

At the time of the takeover, which came three years after four advantages over a multine first contacts. Wesa's losses were 10 per cent of turnover fit in with a larger group's and it had obtained temporary strategy on products and marcourt protection from its kets; it does not have to refer court protection from its creditors. The US parent, which had been obliged to plough in more and more capital, was frustrated at being unable to reduce the workforce in line with the reduced demand that resulted from cost-cutting by the State railways and a drastic trimming of Spain's nuclear trimming of Spain's nuclear energy programme. Since taking over its Spanish licensee in the late 1960s, it had never received a dividend. The company has been separated from Westinghouse's other Spanish activities in defence and nuclear know-how

defence and nuclear know-how.
For the sake of appearances,
Westinghouse Electric retains
a buy-back option and is ceding its shareholding in two stages: 42 per cent at first and the remaining 51 per cent after the end of this year. But it has already given up its voting rights. Officially, the shares changed hands at a nominal price. But financial assistance from the previous owner is reckoned to have been more than enough to cover Arbobyl's

Hawker says was losing 25 per cent on sales without taking interest expenses into consideration, is expected to come out of the red this year. In Spain, it added RE-Con, a motor components unit formerly belonging to the Singer company, just over a year ago. Because of the Spanish acquisitions, its industrial operations are making an overall

ss. Wesa is by far the biggest challenge it has taken on. An early retirement plan has re-duced the labour force by 330 to its current level of 2,500, but Hawker reckons that on current business levels it still has at least 800 too many. He is counting on state aid for the elec-trical capital goods sector to help pay for voluntary redun-

Mobil Group. The former makes

profits and the latter, which

Installed in the company's dingy headquarters in the old-fashioned commercial centre of Madrid, he is trying to overcome what he describes as "a pro-found lack of business men-tality" in the organisation. When he arrived, he says, there were three uniformed chauf-feurs to salute him. "Now, thank God, we've only got one."

He found the Spanish execu-tives to be good technicians, but accustomed to simply pass-ing on orders. The company has. for instance, been making raft-way engines for 50 years, but has no in-house capacity for designing them and is still manufacturing only under licence, from other, foreign, manufacturers. decisions to head office; it can be tougher on labour; and it does not have to comply with US as well as local laws.

Arbobyl, Hawker says, is already making its name in coping with businesses that have been total disasters. For every deal it along its olders, its olders to the control of t manufacturers.

Of the top six managers, three have either been fired or three have either been fired or resigned; they did not, Hawker says, fit in with Arbobyl's "aggressive entrepreneurial approach." This is par for the course. "Our experience is that half the top management leave because they can't stand our style."

ceive 20 contacts.

Its origins were in the GMR group run by flamboyant Italian entrepreneur and Seychelles resident, Giovanni Mario Ricci. After some political rumbes over the takeover of Autonoma a former Motorola. The first fruit of the new "hungry" approach was the landing of a contract from the Autovox, a former Motorola offshoot, in Rome, Ricci sold out and the companies controlled by GMR were taken over by the new Lugano-based company, Arbobyl, in 1982. The shareholders of Arbobyl are believed to be Italian friends of Ricci.

Hawker, a 39-year-old Canalanding of a contract from the Morocean City of Casablanca for electric buses — which Wesa has never made. Hawker admits openly that a US concern, "with the way US companies are obliged to do business," would have been unable to clinch the same deal. But the need to find products

dian-trained British accountant, was working for a US group in Italy when GMR took its operation over. He switched horses. His home and family are in adaptable to Wesa's industrial installations and to its human capacities limits the opportunities for diversifying. Along with its competitors, it is negotiating a plan with the government to reorganise electrical capital goods and define each company's role in the industry. Nice, from where he commutes cvery week to Madrid.

After disposing of some of its interests, Arbobyl now controls four companies. In Italy it has Sisme, an electric motor producer taken over from Ranco of Obje and International Place. the industry.

In the meantime, Arbobyl tiating to take over another company level.

Westinghouse subsidiary, Ateliers de Constructions Electives de Charleroi (Acec).

With a company like Wesa that which used to be part of the Hawker says, is on the way.

A FEW YEARS from now, John Burns could be quite a wealthy man, but for the moment he is thinking much harder about the risk of sinking beneath a mountain of debt. "Investors like it this way," he says. "It gives them a substantial degree of comfort to see that management people have mortgaged their children's education to buy their equity. They want committed people."

Burns is chief executive of Vista Chemical, a Houston-based visia chemical, a musicul wave commodity chemicals group which used to be part of Conoco, the oil company acquired by Du Pont in 1981. Courteous, articulate, impeccably turned out, he and his top management team would merge smoothly into any of the big US corporate bureacracies. But today they are on their own, minority participants in the group's equity following a management buy-out 17 months

ago. Vista achieved its independ-Vista achieved its independence in a \$500m deal that was then the biggest management buy-out of a divisional unit of a large public company. The deal was put together by E. F. Hutton, the Wall Street investment bank, in what appears to have been a fairly standard fashion. Although Vista has not given precise details of the financing, probably around 60 per cent of the purchase price was put up by the banks in the form of variable rate debt with a first charge on assets, a further 30 per cent by institutions as fixed rate subordinated debt, and the residue as equity held by the institutions, E. F. Hutton and managers.

In many ways, the newly-organised company was a typical product of the buy-out pheno-menon. Du Pont did not want to retain the division because it was anchored in mature markets -PVC plastics and detergent additives—without any prospect of above-average expansion. The buy-out investors, on the other hand, saw stability and predictability in these same low growth characteristics.

In the event, the first year turned out to be anything but predictable. Indeed, within a few weeks of going independent, the senior management was scrambling to cut costs in its PVC division as prices plunged to near break-eyen levels. They

Vista Chemical

## Confronting the unexpected

Terry Dodsworth on a US buy-out



unger the stinguist of a more loaded system of risk and re-ward. "Up to this time we have been more awed by the respon-sibility than the thrill of owner-

ship," says John Weidner, direc-tor of finance and employee re-

Within a few weeks of John Burns (right) and his manager team buying Vista from Cond PVC prices collapsed

into debt with their bankers. The profits potential of even-tually re-floating a \$500m company on such a limited owner-ship base hardly needs to be stressed, but the risks in the stressed, but the risks in the leverage proved to be equally daunting at a time when the prospects for one of the main product lines began to look

During the PVC price slump, which suddenly vanished after some of the less competitive companies were shaken out of the market, the Vista management team reacted in ways they would not have recognised

under Conoco,

"We formed task forces,
eliminated all kinds of fixed
costs and identified quality
issues." says Burns. "We
solved more key problems and made more progress in the next six months than we had in the previous six years."

This reaction reflects a cultural change which has swept away many traditional big com-

to near break-even levels. They had seen nothing to compare with the collapse before, and it "certainly got everyone's attention and probably scared a few people to death," says Burns.

The crisis also brought home is a palpable reminder of the realities of ownership. There are 39 managers in the Vista buy-out team, and between them they own a little under 10 per cent of the equity of \$50m—an average of a little under \$130,000 each. To buy their piece of the action, many of them have had to go deeply should be deaded.

The realities of compare which has swept away many traditional big company to its new status as a much smaller business responsible for its own destiny. The management decided to cut out a variety of perks they had regarded as normal or even essential in the past. Says Burns: "In big companies managers in the which bred the Vista manage ment team. But senior tall in the past. Says Burns: "In big companies managers find ways of justifying these things in terms of entitlements. But we decided they were really not related to making money."

ing the more tangible costs of heing part of a larger organisa-All the paperwork involved in reporting to upper management and other func-tional managers was cut out.

Vista also set about jettison

"In a big company, if you don't sell your programme you don't get the funds," says Burns. "But now we have more time to work on our own problems because we are spending less time trying to figure out how to explain things to senior management." Vista reckons
that it stripped out costs of
around \$18m last year by
tightening up in these areas.
The other significant change

has come in financial management. Although Vista inherited sophisticated financial reporting and control systems, it has made a crucial alteration aimed at conserving cash and reducing working capital. Under a new house system managers are rebonus system, managers are re-warded for reducing the funds tied up in inventories — a scheme which reflects the fact that the value of the group's equity increases to the extent that the borrowings funding stocks can be brought down. The combination of this cash conservation programme with conservation programme with the cost-cutting efforts and a sound operating performance has seen Vista through to a satisfactory conclusion of its first 17 months of independence. It paid no taxes — it does not expect to incur any for about three years — and was also helped by the decline in US in-ternet rates with the not rough

helped by the decline in US interest rates, with the net result
that in its first full fiscal year
it reduced its debt by around
\$50m. It had started out with
about \$500m of borrowings.
Additional cash has been
generated by reducing capital
expenditure, but the company
is now beginning to push investment up again as it looks
towards the future. John Langford, head of the marketing deford, head of the marketing de-partment, says the company has

at least two years' worth of new ideas in its locker.
Langford, a tall mid-Westerner who cozes enthusiasm, concedes that both of Vista's product lines face competitive pressures, with the detergent products challenged by new processes, and PVC increasingly exposed to the challenge of lations. "But do we work exposed to the challenge of harder? Yes... believe me, it is better to be one year into a buy-out than just starting one."

There was also, however, a self than ever before.

self than ever before.
"Conoco and Du Pont are very good companies, but par-ticularly Du Pont had this in-ward way of looking at things where people performed in certain ways to get promoted. We have a much more workmanlike atmosphere here today. We are competing with people who are sitting there worrying about the next reorganisation or getting their memos in on time. Sometimes it's like shoot-



## State Bank of India (Incorporated by Act of Parliament of the Republic of India)

**US\$100,000,000** Floating Rate Notes due 1997 (Redeemable at the option of Noteholders in 1990, 1992 and 1995)

#### Lloyds Merchant Bank Limited

S.B. India Hong Kong Finance Limited

Banque Bruxelles Lambert S.A., Singapore Branch Barclays Merchant Bank Limited BNP International Financial Services (Hong Kong) Limited Commerzbank (South East Asia) Limited Crédit Lyonnais (Singapore) Dai-Ichi Kangyo Finance (Hong Kong) Limited Deutsche Bank Capital Markets Limited First Chicago Asia Merchant Bank Limited Fuji International Finance (HK) Limited Indosuez Asia (Singapore) Limited Kidder, Peabody International Limited LTCB International Limited Samuel Montagu & Co. Ltd. Nomura International Limited PK Christiania Bank UK Limited Sumitomo Finance International Takugin International (Asia) Limited S.G. Warburg & Co. Ltd.

Banque Paribas Capital Markets Bayerische Landesbank Girozentrale Chemical Bank International Limited County Bank Limited Credit Suisse First Boston Limited Daiwa Europe Limited Dresdner Bank Aktiengesellschaft First Interstate Capital Markets Limited Grindlays Asia Limited Kansallis International Bank (Asia-Pacific) Ltd. Kleinwort, Benson Limited Merrill Lynch Capital Markets Morgan Stanley International PaineWebber International Saitama International (Hong Kong) Limited Sumitomo Trust International Limited Tokai International Limited Wardley Limited Yokohama Asia Limited

Arranged by Lloyds Asia Limited



Integrity.

The reason why so many of the world's largest corporations depend on Cast to maintain their foreign markets.



The Blue Box System of Container Shipping

#### Slow boat turned into a better channel

Running a broadcasting service seems to be rather like commanding a very large crude carrier. The similarity lies not in the vast quantities of crude that are shifted (just where is all this sex that certain newsall this sex that certain news-papers keep saying Mary White-house is worried about? Vio-lence on television is frequent and sickening wherens sex seems to be disappointingly illusory) but in the awful delay which occurs between a touch which occurs between a touch on the helm and the VLCC coming on to a new course.

Some time ago it was being said—in this column as early as anywhere — that if the BBC was to fight off those intent was to fight off those intent upon subjecting it to market forces it would have to look to its laurels. At that time commercial television seemed to be winning everything hands down: Channel 4 was attracting all the praise for new ideas; Brideshead Revisited and Jewel in the Crown were collection prices. the Crown were collecting prizes the Crown were collecting prizes everywhere: ITV arts programmes, ITN news and ITV current affairs looked better than their BBC counterparts. And ITV was pushing its ratings advantage perilously close to a advantage perilously close to a

60:40 split.

The ominous question was, who needed a big public service broadcasting organisation with a licence fee of £46 or £58 a year when commercial television was capable of winning the prizes, the plaudits and the audience, and all with a system of finance so disguised that most viewers regarded ITV as "free "? It was suggested here that in order to survive the BBC would have to create a successful soap opera as a ratings "banker" to match Coronation Street, re-establish the reputation of its flagship news programme, and then ensure once again the regular production of again the regular production of those high quality series which excite opinion formers even if they do not top the ratings.

No doubt those running the BBC recognised all this before I did and started adjusting the helm long ago, yet it is only now that we are seeing the effects. In just under a year EastEnders has climbed over Coronation Street to top the ratings regularly. Panorama, having been shortened, moved to maintain its existence. But are rude to college servants to a new time and switched to unless the Corporation then (servants whose activities proan all-film format, is attracting goes on, always, to make series vided one of the bean audience 50 per cent bigger such as Queens' its claim on grammes in the series).



Queens' College, Cambridge: the best days of many lives

than before. The Nine O'Clock News has been re-launched and although News at 10 usually looks the better programme still, the BBC is clearly attack-ing the problem. And though the ratings are still splitting in TTV's favour, the gap has been narrowed to about 47:53, a satisfactory enough share for

Above all it is the general feeling which has changed. As we approach the end of the year the programmes being sought out by discriminating viewers all seem to be BBC series. Comrades (discussed here three weeks ago) is providing a uniquely intimate view of the Russian people on BBC2. Edge of Darkness (discussed here last week) which was screened first on BBC2 and has just been repeated on of its sort to be shown in years. And tonight brings the last episode of Queens: A Cam-

an admirable example of what public service broadcasting should be doing. It seems that the BBC must contrive somehow (with series such as EastEnders) to please all of the people some of the time if politicians are to be persuaded

Oucens' is in a clear tradition of BBC documentary series ana-tomising public institutions, stretching back through Police (1982), Public School (1980), Strangeways (1980), and Hos-pital (1977) to Sailor (1976). All of these have been good, some better than others, but there have been mistakes along there have been instance along the way. Police for instance adopted a "fly on the wall" technique which proved to be more a part of the problem tof how or even whether television can reveal the workings of an institution) than of the answer.

With Queens', however, the

technique looks mature; indeed

the series has been a delight to watch for its sheer professionalism. As with so many programmes, virtually all the Press comment so far has been on the subject matter; the reaction has consisted largely of university criticism. We are told the series proves that Cam-This 10-part series of 40minute documentaries has been accusation made repeatedly within the programmes them-selves, as though the critics believed universities should select a representative proportion of nitwits) and there have been the predictable knee-jack responses to the rugger hearties who put furniture on roofs and (servants whose activities pro-vided one of the best pro-

our time an dour pockets will It seems worth saying that all keep being called into question. this was brought to our attention in a series of superbly crafted programmes which ratted programmes which —
flatteringly for producer Michael
Waldman — are apparently
accepted as gospel truth by
those who use them as ammunition with which to attack selective education. Personally I
doubt whether the Latin prating Dr Digale can really be quite the pantomime academic who has come across to us, and con-sequently I have slight reservations about some others too. However, the broad impression

of Queens' conveyed by Wald-man seems persuasively cohe-rent and credible. He has shown us the selection procedures. administration techniques and domestic arrangements. We have followed the pursuit of many enthusiasms-drama rowing, music, demonstrating-and shared. exeruciatingly. Given one's general know

ledge of student life two topics may have been under-repre-sented; sex (which would have been tricky but not impossible to expand) and the actual teaching/learning process which was covered in surprisingly few clips, all brief. Those reservations aside. Waldman has delivered what his title promises: a picture of life in one college. He has not used a reporter par does he presend to reporter nor does he pretend to

responding to questions, but practically all the questions have been cut so that all the time is given to the true sub-jects of the series. Where he has cut long interviews Wald-man has sometimes faded to-black rather the nemploy the man has sometimes faded to black rather tha nemploy the cosmetically prettier but ethically doubtful cutaway. The editing (much of it by Liz Tennent) has often been exquisite. I remember a delightful scauence alternating between William Fallon's conducting of "Gerontius" and his jobhunting tour through the Marks and Spencer knickers.

What the series has converted.

What the series has conveyed perhaps most powerfully, is that odd, yet unmistakable, atmosphere of sweet melan-choly which envelops the university, produced maybe by the premonitory realisation that these lyrical days of youth heside the Cam will probably he the best of many lives. The signature tune and Waldman's signature tune and wadmans quiet cutaways to glittering water or light through stained glass helped in this, but it emerged most of all from the commentary, written and narrated by Roger Mills, the producer of Hospital and Public School

School.

Documentary script writing is a skill sui generis and Mills is a master. "Over the days that pass so sweetly hangs the shadow of exams" he said in the episode called Failing. "As June approaches. Queen's College Library, which was once its chapel, is dotted with prodigal sons and daughters paying penance for those lost paying penance for those lost hours of lotus eating." Tonight he describes students "deaden-ing the pain of partings in a pamply of distraction." Too often documentary commentary consists merely of the tauto-logical practice known in the business as "writing to picture." Mills extends the total effect.

Thanks to excellent series such as Queens' the BBC is for the moment top dog again in British television, and may well win the Christmas contest too In view of the Peacock Committee's instructions to report on the BBC by summer 1986 the resurgence could hardly have been better timed if ITV had been quietly co-operating in the hope of avoiding a new Often interviewees have been commercial competitor . . . .

#### Julius Caesar/Coliseum

David Murray



Valerie Masterson

an edge of campy comedy, and he is in fine, penetrating voice. Another good, stylish counter-tener is Tom Emlyn Williams as Cleopatra's eunuch. In such company, however, a sober counter-tenor Caesar must have a hard time.

swallowed such radical switches more comfortably than we can The role is one of those Handel castrato parts that we shall never hear as it was more. T iton, be duction it was originally taken by Janet Baker, who could has a desimply proceed on the premise of having the wrong vocal without colour and the wrong sex, and triumph with what she could of this offer instead. Christopher Robics in the distinguity more. Everybody has been encour aged to ornament da capa repeats to the hilt, and guess-ing how far they will go is one of the pleasures of the perfor-mance, James Bowman's counter-tenor Ptolemy does his

son, fresh from his admired Akhnaten in the Philip Glass opera (and not so very different; same sweetly contained manner, though no breasts), has the drawback of cutting a good masculine figure. The oddity of a fluting Caesar voice is not easy to fgnore, and though Robson provides some highly refined soft singing, the more militantly virile arias seem like pastel copies of grand lost canvases—the castrati were powerful coloraturas, not gentle trebles.

There is a new Egyptian

There is a new Egyptian general, Achillas, by the staunch Willard White, who brings his Willard White, who brings his usual distinction to a tough, not very generous role. Sall Burgess repeats her fiery young Sextus with lively despatch and much feeling. Though Jean Rigby's dark, impassioned timbre ought to suit the constantly grieving Cornelia well, she betrayed some first-night irresoluteness. The tempo of her first lament sounded implausibly slow: surely the orchestral writing suggests a stronger puise?

Sir Charles Mackerras and

Sir Charles Mackerras and Miss Rigby will surely sort things out within a performance or two. In all other respects Mackerras's conducting is everything one would expect of this distinguished Handelian, and more. The orchestral contribu-tion, beautifully honed, is rich in expressive detail-Mackerras has a delicate sense of how to emphasise a chromatic nuance without brandishing it. That is yet another satisfying feature of this greatly rewarding

#### A Lie of the Mind/Promenade, New York

Frank Lipsius

Sam Shepard had written 40 killed his wife Beth. The stage plays in 22 years, winning a Pulitzer Prize and 11 Obiet, but he finally gained national recognition not as a writer but as an actor, playing the filer Chuck Yeager in The Right Stuff, and the consort of actress Jestica Lange.

tour de force-I regretted only that her brilliant fiirtatiousness

(with extravagant vocal orna-

(with extravagant vocat orna-ments) in her penultimate aria there left her closing prayer a bit cross-eyed. Ravishingly sung, certainly, but what pre-ceded had given no basis for such anguished sincerity: Handel's audiences doubtless

Such recognition might seem sure to intrude on a rene-gade spirit intent on exploring American society in the narrow range between drifters and working classes. But judging by his latest work, A Lie of the Mind, recognition has rather sharpened Shepard's perceptions. The exuberance of his plot had been disciplined in a complex and demanding storya complex and demanding story-line without lessening his char-acters' intense expression, whether it be in words, vio-lence or when crawling on their

As director, Shepard softens the rough edges of his charac-ters, though they still exhibit egregious behaviour—the violence of both Jake and Both's.

is then split between Jake's effort to deal with his overwhelming guilt and violence and Beth's recovery half a continent north in Montana. Other familiar Shepard. characteristics include con music provided by the Red Clay

Ramblers, a five-piece group which fills in between scenes with down-home, twangy country and western tunes, and the third-act soliloquy, per-formed here by Karen Young as Sally, Jake's younger sister. who tells the dark secret of Jake's responsibility for letting their father get drunk and run over.

lence or when crawling on their knees.

The play begins as pure
Shepard: Jake bangs the phone
against its metal casing in
reaction to his brother
Frankie's comments on the
news that Jake thinks he has

violence of both Jake and Beth's
father (who accidentally shoots
Frankie, played by Aide and Beth's
father (who accidentally shoots
frankie, played by Aide and Beth's
father (who accidentally shoots
frankie, played by Aide and Beth's
father (who accidentally shoots
frankie, played by Aide and Beth's
father (who accidentally shoots
frankie, played by Aide and Beth's
father (who accidentally shoots
frankie, played by Aide and Beth's
father (who accidentally shoots
frankie, played by Aide
adamaged Beth (a condition inflicted by Jake's
brankie, played by Aide
adamaged Beth (a condition inflicted by Jake's
brankie, played by Aide
adamaged Beth (a condition inflicted by Jake's
brankie, played by Aidea
brankie, played

tations are down-played and the powerful clashes between Sally and her mother, played with an amusing single-minded defence of her son by Geraldine Page, are absorbed into near-normality.

Shepard's recognition has

revealed some of the autobio-graphical aspects of his plays: own father, for instance, died in circumstances similar to wright has extended his range of characters: adults Ann Wedgeworth and James Gam-mon as Beth's parents, and Miss Page maintain apparently sensible perspectives by limiting their perceptions. But the young generation are all wild in some way. Will Patton makes Beth's brother Mike understandably concerned to elicit an apology from Jake, but with such venom that he loses sympathy, while Harvey Keitel as Jake and Amanda Plummer as Beth are the possessed who give rousing renditions of Shepard's breathtaking exploration of the lie of the mind.

#### Dracula/Lyric, Hammersmith

**Martin Hoyle** 

subtitle of Charles McKeown's Christmas vampire re-vamp; across the stage. which gives you an idea. Mr McKeown was the co-author of to appear immaculately Marcel-Brazil, and as an actor has been waved, lips as black as the rims

Television comedy-type gags, end-of-term send-up and pantomime slapstick are put over by a likeable cast, but the piece never hits its stride. It is jerky in pace and, under Peter the neck of her stalwart fiance. ambling direction, finally limps, broken-backed, evil is to plunge into another through an interminable final mimed golden oldie with a bevy some that throws in magic of undead Jean Harlow looka-levitation besides Sylvester's likes who irritably get their McCoy's zany clowning, spoof choreography (by Liz Whiting)
Bushy Berkeley and Dracula wrong. A nice idea, but one
miming to Jack Buchanan's longs for pleasant and attractive
"Good-night, Vienna" before Tim Flavin, the superb dancer

Bram Stoker's characters are Among the divergent comic transplanted to 1932. Roger styles, Terence Longdon's Bram Stoker's characters are Glossop's black and silver Art Doctor is impervious normality, Deco set impressively houses Dr Simon Shepherd's Harker a

Out for the Count is the by themselves, a pouffe (the It enables Silvestra Le Touzel

the odd Fauly Towers best performance. A hint of credentials, all.

Towers best performance. A hint of Gloria Swanson in her chin. she registers panic with the aghast Unfortunately neither he nor statelines of the immortal Marthe Lyric company seems sure garet Dumont bridling at a what the ultimate aim is here. (Groucho) Marxist outrage. She is no less remarkable as a vampire, nervously spluttering "thunrithe?" (trouble with her fangs) or crossly jumping up and down while trying to bite

The sum total of Dracula's receiving a stake through his from On Your Tors, to launch heart.

Terence Longdon's Seward's sanatorium. Distant splendidly fatuous upper-crust dogs howl ("like living at hero, and Silvester McCoy runs Crufts." mutters the good amok in the front stalls with a Doctor), closed curtains open chicken. This he used to



Tim Flavin and Silvestra Le Touzei

belabour one of my senior colleagues who looked much shaken. No unifying style; two intervals stretch some good lines and some funny business over a perilously long and in-substantial evening.

#### Bridge's Violin Sonata

**Andrew Clements** 

Charles Libove plays the extended, four-movement work

the works written after World War I, has acquired a special aura in English music circles. response to the Second Viennese School, and to the music of Alban Berg in particular. Certainly Bridge's later pieces

use a language of for greater pungency than the cosy pastoral idiom of their predecessors, but the result is not necessarily as convincing. The more one hears such works as the Third and Fourth String Quartets, the Second Piano Trio, the piano and-orchestra Phantasm and the cello concerto Oration the less personal they sound, and the more it seems as if the expres-

iolin, his wife Nina Lucovoy the movements designed to folthe piano. This American duo's low one another without pause. recital of sonatas on Monday it possesses no striking ideas night at the Wigmore Hall con- nor pervasive mood, other than tained one substantial rarity in the nondescript chromaticism the shape of Frank Bridge's which sounds suspiciously cosSonata of 1932, iogether with
the second of Beethoven's Op 12
set of sonatas, and Prokofiev's
F minor, Op 80.

"Late Bridge," in other words
the works written after World pre-1914 pieces suggest a posi tive if small-scale talent, the Violin Sonata sounds the work of a competent but unoriginal

> Perhaps a more sensitive performance would have made the structure coherent and given the ideas a purpose. But Libove and Lugovoy proved to be an undistinguished partner-ship. Neither the Bridge nor ship. Neither the Bridge nor the Prokofiev was as scrappily presented as the Beethoven sonata with which they began, in which not one phrase seemed in tune and the piano remained mercilessly monochrome. The ever, and thought of any inter-

### Trickster Theatre Company/The Place

Antony Thorncroft

A darkened stage, empty but for a large trunk; ethereal music heralds a slow dawning of light. From the trunk six shapes slowly and hesitantly ings the performers act with well used to emphasise the emerge, resembling elasticated their silent bodies, stretching dreamy sequences, peanuts. They peer around, them through stilts into the extending and shrinking in size shapes of mysterious birds and cal point; an alien figure, as they get their bearings, be-fore clambering out to acknowledge shyly the audience. They are a band of extraterrestial entertainers bringing to earth their magical skills. In other words they are the Trick-ster Theatre Company in a new

show, Charavari. Trickster was formed four

Dec 13 - 19

years ago and is one of those the shape of a giant pair of latory, but there are enough troupes more honoured abroad teeth (surmounted by two puzzling and beguiling images than at home. This is hardly ghastly eyeballs) to indulge in and routines to make the comparising since its stock-insurprising since its stock-intrade is that very un-English tricks, the three man three girl occupied theatrical arena.

mix of skills—mime and magic. group tumbles and cartwheels, juggling and aerobatics, fan-tasics and illusions. Apart from generally shows off the flexible a few Bill-and-Ben like twitter- bodies. Music and lights are

shapes of mysterious birds and cal point: an alien figure, elephants, hiding them away in dressed as a capitalist, beodd disguises so that you witches the innocents and wonder how a human can forces them to fight among operate that lizard shaped themselves, a climax which goes creature, never removing the masks which emphasise their of the show. Trickton is promasks which emphasise their of the show. Trickster is pre-removal from reality. senting an alternative panto-When they are not performing visual trickery behind ideal for old-fashioned little
transparent curtains, or taking girls. It is rather self-congratu

#### **BASE LENDING RATES**

sionist gestures became a mask behind which Bridge could hide throughout the evening, howhis genuine character. The Violin Sonata further pretative niceties seemed enunderlines this impression. An tirely superfluous. Arts Guide

Music/Monday. Opera and Ballet/Tuesday. Theatra/Wednesday. Exhibitions/Thursday. A selective guide to all the Arts ap-

LONDON

Theatre

Noises Off (Savoy): The funniest play for years in London, now with an improved third act. Michael Blake-more's brilliant direction of back-



third-rate farce is a key factor. (835 8888).

Starlight Express (Apollo Victoria): Andrew Lloyd Webber's rotlerskat-Andrew Lloyd Webber's rollerskating folly has 10 minutes of Spielberg
movie magic, an exetting first half
and a dwindling reliance on
indiscriminate rushing around. Disneyland, Star Wars and Cats are all
influences. Pastiche score nods towards rock, country and hot gospel.
No child is known to have asked for
his money back, 624 6184.

No child is known to have asked for his money back. (834 6184). 42nd Street (Drury Lane): No British equivalent has been found for New York's Jerry Orbach, but David Merrick's tap-dancing extravaganza has been rapturously received. American Clare Leach is a real find as Peggy Sawyer, and Margaret Courtenay has a field day (836 8108). Me and My Girl (Adelphi): Sleek, effi-cient and enjoyable revival of Britain's biggest war-time musical hit with Robert Lindsay in the Lupino Lane role emerging as the best new musical star since Michael Craw-

ford. (8357611). Barnum (Victoria Palace): Michael Crawford returns to London with his breathtaking performance as the circus impresario, adding one or two new tricks in a likeable meringue of a musical (834 1317, redit cards 828 4735).

cards 8284735.
Guys and Dolls (Prince of Wales): The 1982 National Theatre production has arrived in the West End, if anything improved by the new casting of Luhi as Miss Adelaide and the notably well sung black Sky Masterson of Clarke Peters. Richard Eyre's production and John Gunter's affectionately layish designs complement. tionately lavish designs complement this most joyful and literate of musicals, a fitting tribute to the recently deceased co-librettist Abe Burrows (930 8681).

Interpreters (Queen's): Love among the diplomats, according to Ronald Harwood has a superb role for the matchless Maggie Smith renewing a cross-cultural affair with Edward Fox in the shadow of a summit be tween The Soviet Union and Brit-ain. Fluent direction by Peter Yates of the West End's best new play of the year. (7341166).

Torch Song Trilogy (Albery): Antony Sher plays Harvey Fierstein's four-hour triptych of the life and loves of a drag queen fighting for emotional and domestic stability. Truthyl playing has the effect of cruelly exposing Fierstein's tackily uneven writing, (8363878).

**NEW YORK** 

Brighton Beach Memoirs (46th St): The first instalment of Nell Simon's mix of memories and jokes focuses on a Depression-era Jewish household where young Eugene falls awk-wardly in love with his cousin, (2211211).

Cats (Winter Garden): Still a sellout, Trevor Num's production of T. S. Eliot's children's poetry set to tren-dy music is visually startling and choreographically feline, but classic only in the sense of a rather staid and overblown idea of theatricality.

42nd Street (Majestic): An immodest celebration of the beyday of Broadway in the '30s incorporates gems from the original film like Shuffle Off To Buffalo with the appropriately brash and leggy boofing by a large chorus hne. (977 9020).

I'm Not Rappaport (Booth): In moving to Broadway, Herb Gardner's touch ing, funny and invigorating play about two oldsters retains its stars,

Judd Hirsch and Cleavon Little, who almost conquer the world when they think they are just bickering with each other. (2398200). Big River (O'Neill): Roger Miller's music rescues this sedentary version of Huck Finn's adventures down the Mississippi, which walked off with many 1985 Tony awards almost by default (2460220).

WASHINGTON

Woman and Water (Arena): The latest instalment in playwright John Guare's American Civil War tetralo-Guare's American Civil War tetratogy follows further adventures of Lydie Breeze in mid-19th-century Nantucket. Ends Jan 5. (4883300).

Aren't We All (Opera House): The play is nothing compared with the performances of Rex Harrison and Claudette Colbert, who cavort delightfully in an old-fashioned drawing-room comedy now making its rounds across America. Ends Jan 5.

ing-room comedy now making its rounds across America. Ends Jan 5. (2513770). Seaguil (Eisenhower): Colleen Dewhurst stars in Peter Sellars latest production for the American National Theater, which is bound to be imaginative and untraditional in a tradition Sellars is establishing on his own. Ends Jan 11. (254 3670).

CHICAGO

King Lear (Goodman): The Stratford Festival of Ontario production puts Lear in a rustic setting that tooks much like the North American fromtier. Ends Dec 22 (443 3810).

#### Saleroom/Antony Thorncroft

## Racing scene for £24,200

of the past year has been the civil servant and writer, sold rise in price of Australian pie- for £13,200, slightly below foretures, At Phillips yesterday a cast. sporting scene by Thomas
Across London, at Christie's,
Old Master pictures were having
the water jump in the autumn
the Religent

De Noon.

This was the second time that the painting had passed through the auction rooms this year. In April Grants of Worcester sold it for £3.000.

The buser which was catalogued as "Circle of Cornelius de Vos" and dated 1629. The top estimate had been £12.000.

Another pretty picture, this time of three children and attributed "Follower of Drouais." bought in. A painting by John Glover of a town in Switzerland, estimate here was £10,000. probably Chur, was on target at £26,400. What makes this picture unusual is that it was painted in 1833 when Glover was actually living in Tasmania.

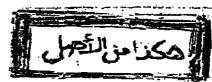
One of the saleroom features ments of his brother James, the

the water jump in the autumn steeplechase at the Ballarat 556,750 but 38 per cent unsold. The top price of £34,560 was have been a very lively occasion in Gold Rush days, sold for gailed for an attractive portrait of a little girl holding a parrot £24,200 to the London dealer be which was catalogued as "Circle of Cornelius de Vos" and dated 1629. The top estimated the second time and dated 1629. The top estimated the second time and dated 1629.

Another pretty picture, this time of three children and attributed "Follower of Drouais," made £30.240. The last time it The buyer, when she realised its value, did not want to be bothered with the insurance problems and quickly re-sold it. Phillips' sale of British pictures dld well, with a total of £286,980 and around 12 per cent power in A minimum to the power to the property to the pr

A portrait of a girl, "Circle of Dirck Dircksz van Santvoort" did well at £21,600 and a companion painting to the "Follower of Drouais," showing was actually living in Tasmania.

A portrait of Mrs Anne
Gisborne by Joseph Wright of
Derby made £11,000 to Lane
Fine Art of Liondon who also
paid £33,000 for a portrait of
a lady, cmatalogued as Studio of
John de Critz, the Elder, and
dated 1536. An attractive oil
painting by William Prinsep of dated 1536. An attractive on offered at Christie's, in 1957, it the landing stage built in was attributed to Lancrel but Calcutta to honour the achieve- was unsold at £380.



loans na

18 19<sub>67</sub>

## 25 years ago, Merrill Lynch began serving London.

lified nies

# Today we serve the wide world.

December marks the completion of 25 years of Merrill Lynch's presence in London.

It's a presence that reaches far beyond Britain. Our clients require access to all the world's major financial and investment markets, and we have built up a major worldwide organisation to serve those needs.

In Europe and the Middle East alone, we have 26 private client offices and five institutional offices. We provide private banking facilities in London and Geneva.

We are active in all major trading markets: in debt securities, money market

instruments, foreign exchange and international equities. Our European-based investment banking teams specialise in cross-border transactions. And our research is global in scope.

Merrill Lynch has made a major commitment to serving clients throughout Europe, the Middle East and the rest of the world. Our organisation provides a unique range of services to meet your needs in an increasingly complex world financial market.

A global market we know as well as our own neighbourhood.





#### **FINANCIAL TIMES**

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams, Finantimo, London PS4, Telex: 8954871 Telephone: 01:248 8000

Wednesday December 18 1985

## Moral hazard of the Bank

The British government has all its gamekeeping done by grappled with an age-old ex-poachers.

Question—"Quis custodiet 1950s

Equally the Bank itself will custodes" — and provided an answer in its White Paper on banking supervision: the Bank of England, which will continue as the supervisory authority in London, will in future have its own activities supervised by a new Board of Banking Supervision.

This supervision, together with the closer co-operation with bank auditors which has already emerged in the Leigh-Pemberton report on Johnson Matthey Bankers as a high priority, should certainly help to prevent the kind of errors in supervisory policy which allowed the JMB affair to happen. JMB was an upper-tier bank, and supervision here was bank, and supervision here was, as it turned out, altogether too gentlemanly. The Government will not only install a Board to prevent this kind of clubbishness, but also abolish the two-

So far so good; but while the White Paper thus answers some urgent questions about the Bank and its supervisory role, it leaves some supervisory questions unanswered, and does not at all address some still more fundamental questions about the relationship between the commercial banks and the investing and depositing public.

#### Effectiveness

So far as can be judged from the White Paper, the Govern-ment's aim is simply to make the present system work better—a system based on maximum of British banks—except, ironic-information for the Bank of ally, three of the four clearers, England, and minimum information for anyone else. There for changing the basic aims of the system, both for the protections and, more act as a discipline on managebecome known as moral bazard. to make adequate analysis of In short, the Government should creditworthiness, and would give more stress to another actually assist the supervisors classical tag-caveat emptor (or in this case, caveat depositor).
The unsolved supervisory questions are mainly concerned suspicion at large in the mar-with manpower and training, ket. Most important, it attacks The powers of the new Board the problem of moral hazard, —and especially the fact that the carelessness which arises the Bank must inform the Chancellor if it means to overany auvice from the Board be bailed out. That is indeed something near a moral obligation on the Bank of France ion on the Bank of France. largely on how it is manned and staffed. Despite the pre-

Equally the Bank itself will powers to require information. powers to require information, backed with criminal sanctions against those who try to mislead it; but the effectiveness of these powers will be no higher than that of the staff who deploy them. The Bank's own supervisory staff will be raised from 100 to 125, and more highly trained, which does not look adequate for a major not look adequate for a major international centre in the throes of a revolution. Equally, it would be comforting to know they could tap the advice of specially qualified bank audi-tors as in some other countries: in Britain the task is left to

#### Creditworthiness

However, the most important issue is not addressed at all, except in a fatuous sentence of advice to depositors to rememher their own responsibilities. Depositors cannot choose wisely without information. The US depositor (we are concerned here with the large-scale professional deposits) can look up consolidated figures breaking down a bank's loan portfolio by country, details of loan loss provisions in the profit and loss account and reserves against questionable loans in the balance sheet, of non-performing loans regarded as recoverable, a breakdown of income and expenses, and a clear figure of free reserves. None of this information is required who have chosen to issue securi-

official discount facilities is often the first sign that there is because depositors feel sure that any mismanaged bank will of the information which might sence of "outside" professionals, have warned depositors. it could too easily fall prey Secrecy is thus a moral hazard to the City's taste for having to central banking itself.

## Japan's industry spreads abroad

THE DECISION by Komatsu, tool company is currently contact the Japanese manufacturer of earthmoving equipment, to start making its products in the UK, said yesterday that at 2770 to the specific of the product of the is part of a familiar modern tale of trade between Europe and Japan. All the elements are there: aggressive Japanese marketing the inchiliar of the marketing the inchiliar of the control of the pound Yamazaki could probably start exporting machines tools from the UK to Japan. The rate is already down to Y290. marketing, the inability of the European companies to respond, protectionism, followed by Japanese direct investment to get round that protection and

to defuse it.

Between 1979 and 1984 the Japanese share of the British Whether artificially triggered market for bydraulic excavators rose from 3 per cent to 41 Komatsu type bring benefits far per cent of which Komatsu had beyond the small number of net 12 per cent. Under this degree new jobs created. They profacturers urged the European there are workable alternatives Commission for anti-dumping action against Japanese impressions of British workables and relationships of British workables are relationships of British workables and relationships of British workables are relationships of British action against Japanese importers. Their claim was eventually upheld and Komatsu, for instance, found itself contending with an extra 26.6 per cent assiduous attention to quality.

ing with an extra 26.6 per cent of import duty.

With this background it is hard to present Komatsu's decision to create a 270-man factory near Newcastle-upon-Tyne as part of a natural Japanese tendency to invest abroad, driven by considerations of competiteness and comparative advantage. Like the involve Japan more directly in the political and economic realiabroau.
tions of competive...
parative advantage. Like
UK television plants built by
the Japanese electronics manufacturers in the 1970s, or
Nissan's hugely publicised
decision to start building cars
in Britain, Komatsu's move will
doubtless be viewed with great
the called cosmore steadily committed to
competing fairly and in susfashion in the European

The trend towards the auto-mation of production gradually increases the incentive for manufacturers of any nationality to produce in situ—as the cost and efficiency of labour become less important.

Conversely, such investments involve Japan more directly in the political and economic reali-

per cent of Komatsu's British excavators will be sourced in the UK. this will be the simple 60 per cent—the sophisticated hydraulics and engines will be shipped in from Japan.

Investments

Yet, despite the undoubted poker element, there are good reasons for being enthusiastic about Japanese investments of the Komatsu sort. They will make steadily more conventional economic sense at time goes on. The marked strengening of the Japanese tyen is already eroding the artificiality of Japanese manufacturing investments in Europe. Teruyuki Yamazaki, whose machine

market.

The clinching argument for welcoming Japanese direct investment, however motivated, is that Japan is now without question a world leader in a number of important industries, and that for Europe to discourage the physical presence of these Japanese industries is to deny itself their leadership. In the pharmaceutical, motor, domestic appliance and computer businesses, the UK achieved years of prosperity by embracing American inward investments. By taking over a factory abandoned by Caterpillar of the US. Komatsu has simply investments in Europe. Teruyuki Yamazaki, whose machine

S LOWLY, inexorably, the time bombs of the UK Government's labour legislation are ticking away under Britain's trade unions. That they are then exploding mostly in the face of the TUC is by zovernment design, not acci-

Mr Jack Jones, the former general secretary of the Transport and General Workers' Union—and no mean backroom legal drafter himself in the days when some thought his job more powerful than the Prime Minister's—made a telling, one word judgment of the Conservatives' careful, piecework strategy of employment and trade union law, "Clever," and trade union law. "Clever,"

Part of that cleverness lay in its tactic of embedding what looked like innocent, almost irrelevant measures in a pack-age of larger change. So the restrictions on picketing and secondary industrial action in the 1980 Employment Act—at the time seen as the Act's main threat to unions at the zenith of their power—turned out in practice not to be the sword on which the unions impaled

Instead, it has been the derided provision of public funds for ballots, almost unnoticed when the 1980 Act was passed, which has led the unions to the precipice. Today, the TUC General Council, in full conclave, is likely to endorse the position struck earlier this week by the elders of the union move-ment. Do not, Mr Norman Willis, TUC general secretary, told them, jump over, and they did not jump. For once, the left joined with the new, radical right of the AUEW engineering workers and the EETPU electricians' unions, while the centre-right formed the opposition. It is a tremendously important decision.

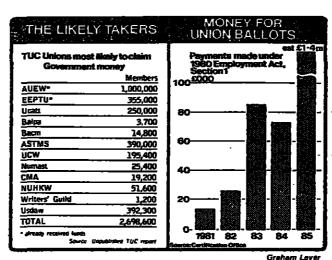
slide towards The slide towards the precipice started after the 1980 Act was passed, quickened with the TUC's blanket opposition to the law at its Wembley conference in 1982, and turned into a headlong rush when the Government's 1984 Trade Union Act forced upon the unions halleting on a whole unions balloting on a whole range of issues. The TUC tried to justify it; the AUEW and EETPU asked: Why resist? Getting no answer, they were ready to take their chances outside the TUC if necessary.

"The most difficult question "The most difficult question I have to answer from my members." says Mr Eric Hammond, the amiably abrasive leader of the EETPU. "is — what does the union get from being a member of the TUC?" That was precisely the precipice: that members of these unions simply did not care about the TUC and did not care about the TUC and the labour movement enough to influence their vote for apparent commonsense — taking money available to fund what they wished to do in any case. To fight against that, by invoking constitutional arguments, however sound, about the two errant unions' backing for the Wembley principles has seemed a lost cause for months.

What, then, will be the outcome, both for the world inside and the world outside Congress House? And can these two worlds, which the Government has been so acute in separating be brought closer together by

BRITAIN'S TRADE UNIONS







Leading figures in the hallot funding dispute: (left) Gavin Laird, general secretary of the AUEW and Eric Hammond, general secretary of the EETPU

## Beyond the ballot box, a battle for power

By Philip Bassett and John Lloyd

barrassing, stumbling incompetence at its September Congress by both a waning Arthur Scar-gill and the waxing electricians and engineers, and now forced in effect to drop entirely what had been until last week held to be its firmest policy, and its most principled of positions.

Arguably, too, this has also been the roar of a movement withdrawing not just from a set of unrealistic policies, but also from a 20-year-old set of assumptions. Based on concrete experience, these suggest that industrial muscles when flexed produce results; that a union posture of at least potential insurrection can offer its mem-bers both political and financial gain and that union members will respond to a mix of loyalty, class solidarity, self interest and coercion by leaderships with secure authority to speak in their name.

It is a measure of the importance of the votes this week in the TUC and the TGWU, that all these things are in the melt-ing pot. The huge task facing the British trade union movement is to recover its authority in a society where these assumptions are seen no longer to operate.

left. This should help to make the TUC General Council more aware of its reduced role.

has produced a fitting ending land, the TUC will have to another claim of £120,000 still to a chaotic year—a year which interest itself in taking more to be tabled. Others are lining has seen it frozen out of modest tricks; trying to secure attempting to resolve the a bit more infrastructure spendminers' strike; reduced to eming through tripartite bedies • Strike ballots. Strike figures

like the National Economic Development Council, or better training provisions through the Manpower Services Commission.

If this is new realism again, then so be it; douched by the General Election result, the TUC grasped at it in 1983, but GCHQ and the miners' strike throw it askey. This time it threw it askew. This time it is more likely to stick.

Reborn new realism, however, will not reshape the landscape overnight; it will not produce a trade union movement whose leaders politely ask for a little

are tumbling—partly because of recession and the failure of the miners' strike, but in large part too because of the impact of the pre-strike balloting provisions of the 1984 Act. Ballots leftist, went out to his member of the pre-strike balloting provisions of the 1984 Act. Ballots on this are here to stay; as a document considered by the employment committee puts it: "It may be difficult to convince many trade unionists, let alone the wider public, that the pre-sent provisions should be swept away without action being taken which would place strong emphasis on membership

#### The major task facing the British trade union movement is to recover its authority

But it will bring change Part of that task is already in hand: leadership by vanguards supported by the votes of activists is now being replaced by a plebiscitary democracy of the kind until remocracy of the kind until remo to come. The EETPU alone has now lodged with the Government's Certification Officer up to pour through the breach (see table).

more and mildly demur over involvement and participation the unemployment figures. In many cases, it won't produce of balloting—particularly on different leaders, or at least not quickly.

But it will bring change: area could lead to accusations that unions were diminishing the rights of members, and were undemocratic."

There are sigh of relief from Mr Neil Kinnock's camp at this. Some senior Labour Party figures, convinced that to go to an election on a platform of reducing union democracy would be disastrous, had so

To win their strike ballots, unions will have to campaign. Mr Jimmy Knapp, the NUR general secretary, and a firm leftist, went out to his members like a US Presidential candidate earlier this year, urging them to strike to prevent British Rail implementing its proposals to introduce driver - only operated trains. Both sides will now have to interest themselves in similar techniques.

Both sides, too, will have to be sure of their case before going on the stump; flaws in the argument will not stand such scrutiny. Also the out-come of the ballots will enable both to make realistic assess-ments of their future conduct. Naturally, these ballots will be "about" more than their osten-sible subjects: ballots in the public sector, for instance, could easily become a test of the popularity of the ultimate employer, the Government.

Leadership elections. Ministers believe that full balloting for union executive committees, which the TGWU is now perhaps reluctantly but care fully implementation. perhaps reluctantly but carefully implementing in a move which others will follow, is the key reform, ushering in a new roost of moderate leaders.
Maybe; but the presuppositions
are daunting — that there are
sufficient moderates willing to come forward and that if they do, they are well enough org-anised and financed to pursue a successful campaign.

Bailots may, too, over time, make more public the often his week's decisions?

Since it can no longer defy, about £230,000, covering a series despaired of change in the which exist in most unions.

Viewed in one light, the TUC and thus change, the law of the of industrial action ballots, with TUC's stance that they were Those with overt, well-funcmoribund the formal TUC- suffered the same fate) are ex- permanent.

ceptional; more common is the TGWU model, where "left" and "right" positions are puband "right" positions are publicly denied and privately fought over and where the hegemony of either left or right is covert, but all the more tight for being so. The engineering workers demonstrate the classic instance of the party system and are proud of it; but in doing so, they have produced a rumbustious political culture which many industrial relations managers. ndustrial relations managers hate because it produces "un-stable" behaviour around elec-

tion time. ◆ Political fund ballots. Yesterday's 9-1 vote by members of the Tobacco Workers' Union to retain their political fund maintains the unions' run of success — 27 straight victories in a row. This is an astonishing achievement for a union movement supposedly demoralised. It is, perhaps, a realismation that the very methods rejected in the TUC's challenge to the law can still be devastatingly effective. But then, in this particular area of hallot-based nigly effective. But then, in this particular area of ballot-based democracy, there was never any suggestion that the unions would defy the law. The Labour Party, which depends on the unions' funds for its finances, could not be left to die by default

default.

Precisely because of these results, this is the area where the Government is unhappiest. It is already muttering that the unions pitch in the ballots (funds are necessary to allow the unions to mount general political campaigns, when in fact almost all the money raised goes direct to Labour) could be unlawful. Ministers also say the unions have not abided by their agreement to make clear to all union members their right to contract out of paying the political levy.

There is the possibility that default.

There is the possibility that this could be the subject of future legislation, though the apparent popularity of the funds, as measured by the ballots, must give the Government pause for thought.

"The fact is," says yesterday's TUC policy document, "that the law is in industrial relations, and cannot now be excluded— if it ever could." Or as John Lyons, the influential leader of the Engineers' and Managers' Association, described the ballot funds crisis when the TUG was at the height of its agony over it, in Blackpool: "intrinsically silly."

That the TUC now recognises the issue as a rock on which it might founder is clear. Whether it has also recognised its moves this week as a beginning, rather than an end. is less so. Time bombs though the legislation may have contained, the war the TUC has been fighting was a phoney

the increase in non-TUC unionism, the rise in antiunionism, the need to respond to the pattern of industrial change, to win members in the high technology, and service industries; to win members to trade unionism at all— is still out there, still mostly unfought.

Leaping clear-finally-from the crumbling cliff edge of the unions' formal, rejection of the law is a start back towards credibility, and from there, towards the potential for talking seriously of the party tioning systems — the AUEW, distancing itself from the the miners (where the right has unions even to the extent of been traumatised), the electric shearing away from the preciwithdrawing from or making tricians (where the left has pice may prove temporary, not

#### Metal men hunted

The British subsidiary of the Canadian Alcan aluminium group has become a surprisingly popular source of boardroom talent recently.

Last month the fast-growing Williams engineering group snapped up John Ford, who used to be British Alcan's deputy managing director, to be its operations director.

New George Russell, the out-spoken managing director, is

Does this reflect tension and trouble at British Alcan. Not at all, according to Russell. He just feels he has done the job he set out to do—the restructuring of Britain's leading aluminium group, following the takenous he alecane of British takeover by Alcan of British Aluminium in 1982, has been completed.

And he boasts that the slimmed-down company now out-performs every other aluminium company in the world. including its parent.
So he was receptive when
Sir Robert Clark, who was
brought in as chairman of



"I'd like a toy belicopter— made hv a Europea

#### **Men and Matters**

point of spinning my wheels.
And with the age factor (he is
50) there was no chance of
going anywhere in Alcan."

spoken managing director, is leaving to become chief executive of Marley, the roof tile group.

Does this reflect tension and trouble at British Alcan. Not according to Russell. He in the payless DIY stores quickly he will be well on his way.

But the real challenge will But the real challenge will be similar to that at British Alcan, putting some energy into a rather lacklustre manufactur-

ing group.
Watch for Marley doing rather more advertising on television in future. In his spare time Russell is a governor of the Independent Broadcast-ing Authority. "I may even find a way to get it cheaper," he muses.

#### **Envoy on loans**

"I feel thoroughly at home in Washington, after all I lived there 14 years," says Alfredo Crespo, the Ecuadorean under-secretary of public credit, in London this week to tie up a rescheduling of his country's rescheduling of his country's debts to the British government. Crespo was educated at the University of Maryland and the George Washington University on the Potomac, and worked at the Organisation of American States and the International Monetry Fund Monetary Fund.

Marley earlier this year, international civil servant, he approached him. "I was at the tells of the finance company Finec he set up a decade ago in Quito and later sold to a local bank.

His job as chief negotiator with Ecuador's governmental and private sector creditors has kept his jet-setting image bright.
"I've been out of Ecuador for learning this year." he says.

This year." he says. 210 days this year," he says. Crespo is happy with the wel-

come that his government— which practises a sort of Andean Thatcherism—has got in this country. "The deal with Britain? We did it on this table—in ten minutes," he says proudly.

#### Anderson goes The US oil industry loses one

of its most colourful figures with Robert Orville Anderson's decision, at the age of 68, to step down as chairman of Atlantic Richfield (Arco). Son of a Chicago banker, Anderson has always been regarded as a brilliant, if some-times lucky, maverick. And his range of outside interests stretching from his huge cattle ranches in both North and South America to his 1976 res-cue of The Observer newspaper from bankruptcy-marked him out from other oil barons.

But Arco is one of America's most successful oil companies —and Anderson deserves the credit. At the age of 24, he borrowed \$50,000 to buy a stake in a small oil refinery in New Mexico. Over the next 20 years or so.

Monetary Fund.
Relaxing in the Ecuadorean embassy opposite Harrods, he is a model of that group of US-minded whitzkids who took over the government in Quito two years ago and charmed their way into the hearts of Western financiers wearied by Third World abrasiveness.

To complete the image, and lest anyone think he is a mere

turn, masterminded the takeover of Richfield Corporation, a major oil marketer on the West

coast. His luckiest break came shortly afterwards when Arco struck oil in Alaska's Prudhoe Bay after many bigger oil com panies had given up hope Prudhoe Bay is the biggest oil field ever discovered in North America and it has transformed Arco into the seventh bigges US oil company with assets of more than \$22bn.

For many years, Anderson ran Arco in tandem with Thorn-

RCA where he oversaw a dramatic turn-around in the company's fortunes. Two years later. Anderson handed over the chief executive's job to Bill Kieschnik.

Rieschink.

But despite these changes,
analysts had no doubt that Arco
was still "Bob Anderson's company." When Kieschnik, 62,
announced his surprise retirement last June, there was widespread speculation that the move had originated in the 51st floor office of Arco's Los Angeles headquarters which Anderson occupied for a couple of days a week.

#### High spirits

The Inland Revenue reproaches me gently for suggesting last week that it had adopted a scrooge-like attitude towards scrooge-like attitude towards Morgan Grenfell's staff Christmas dinner dance. The merchant bank had to pay extra tax on its "benefit in kind." Corporate Christmas celebra-tions are not normally taxed. I

am told, unless the cost exceeds am told, unless the cost exceeds 135 a head.
"Even allowing for movements in the RPI since 1843," the Inland Revenue press screens 1843, and 1844 in the Inland Revenue press screens 1845 in the Inland Revenue press screen 1845 in the Inland Revenue press screens 1845 in the Inland Revenue press screen 1845 in the Inland Reven

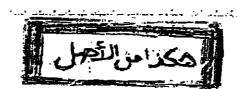
tary. Sue Tyrrell, adds, in a literary footnote, "I am sure you will agree that it is unlikely Bob Cratchet's Christmas lunch exceeded that level."

Observer



## Would you see a Plumber about a toothache?

Sevenoaks - Burton-on-Trent - Leighton Buzzard - Glasgow For information in any area call: (0732) 455255



IN THESE days of the relent-less pursuit of value for money, no institution using public funds can avoid being asked whether it is efficiently managed. Oxford colleges, Oxford colleges, although not directly publicly funded, are being spurred along

with the universities to cost-

effective management, Academic institutions do not like being evaluated in terms appropriate to industry. The Jarrett report alleged that universities were inefficient; but reaching this judgment it took no account of the function of universities but merely studied their management structures. It suggested that British universities should be made more like British indus-try. My impression is that in other countries the reputation of British universities stands higher than that of British industry. Be that as it may, the only fair way to assess the efficiency of British universities

would be to compare them with

institutions in other countries which have the same purposes.

Anthony Kenny puts the case for Oxford University's college traditions

## Academic productivity by candlelight

command elsewhere; our colleges is also relevant, administrative, technical and Oxford University is a federa-domestic staff have not lost a tion of colleges as the HS is single hour through industrial action in recorded history. In the detestable jargon of produc-tivity, we can claim, perhaps not with any great pride, that in 1985 we process 501 students in plant which in 1935 catered

for 274.

We have a pupil-tutor ratio of 10.9 to 1. Moreover, the amount we have to teach our pupils increases year by year, as new discoveries are made, new theories propounded, new evidence brought to light. One of our economics tutors says that he now has to teach his pupils for their preliminary institutions in other countries which have the same purposes. This does not seem to have been done.

If Balliol is judged in managerial terms, I do not think it need be ashamed of its record. Workplace relations are excellent: our academic staff work hard and happily for half the salary their skills could properly their preliminary examination the amount of material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers two decades ago. The increased teaching burden has not the material which he had to cover for his finals papers. papers in learned journals. In my view, Sir Patrick's Balliol's relation to other proposals are of unequal merit.

tion of colleges, as the US is a federation of states. American wit remarked that the similarity would be even greater if the South had won the Civil War. The system can be unwieldy and has its critics. In a recent article in the Oxford Magazine, Sir Patrick Nairne, Permanent Secretary at the DHSS from 1975-81, and now Master of St Catherine's College, complains that college governing bodies are difficult and disputatious: issues which could be settled by the head of the college in five minutes take five weeks to decide. He proposes three reforms: Oxford colleges should delegate power to elected councils, as in Cambridge; heads should be made more like chief executives; there should be a powerful Council of Colleges to take decisions colleges to take decisions

BALLIOL COLLEGE FINANCES Figures in £000s Expenditure 
 Academic
 1,004

 Premises
 258

 Domestie
 731
 80**0** 394 Boarding charges ..... Conferences ...... 20 2,635 The first reform was introduced to mixed institutions. at Balliol 17 years ago. Day-to-day decisions are reached not

by a governing body of 58 but by an executive committee of 12 (plus six junior members when student affairs are discussed). The system works well. A Council of Colleges, too, would have my support. The welfare of the university as a whole can be damaged by the selfishness of single colleges—
as when in recent years
individual colleges have failed
to observe agreed policies about
the change-over from single sex

heads of houses would make
better decisions if left to themselves: it seems odd to regard
discussion and debate as a hinthe change-over from single sex

Sir Patrick's proposal to make heads of houses into chief executives, on the other hand, seems a very bad idea. I share his impatience (which head of house would not?) with the amount of work necessary to amount of work necessary to reach collegiate decisions on major matters of policy. But I do not share his confidence that heads of houses would make better decisions if left to themselves: it seems odd to regard discussion and debate as a hin-

concentration of executive power in the hands of heads would destroy the feature that makes Oxford a supremely attractive environment for an academic, namely the fact that a don has no boss. Neither heads in their colleges nor professors in their departments have the powers they would have else-where: in general an Oxford don is responsible to no one except to a democratic body on which he has an equal voice with all his colleagues. It is this fact, more than the historic buildings or the candlelight on the

demies come to Oxford and stay there for the best years of their lives. Oxford offers an uncommonly intensive education by some of the most highly qualified teachers in the country, and its output of first-class research bears comparison with any in

silver in the common rooms, which makes first-class aca-

What I am sure of is that Oxford from the taxpayer— oncentration of executive UCG grant, university fees and college fees—and you find that it is not particularly expensive by comparison with other British universities. That this is so is due in large part to the existence of college endow-

> purposes. Such confiscation ently made against Oxford col-would run directly contrary to leges is that they are slow to the Government's desire that adapt. In detail, this may be universities should receive larger funding from private sources and be less dependent on public funds. In the Green Paper on Righer Education Paper on Higher Education the Government says: "To encourage universities' efforts in this direction, the Government has confirmed that increases in income from outside sources will not lead to reductions in Government funding."
>
> Surely the same principle should hold for Oxford colleges

of centuries of private benefactors. A recent appeal to our old members and others brought old members and others brought in pledges of £2m. It would be a perfidious act to take away from the college the gifts thus generously made in good faith. If the Government were really serious in wishing to enable universities to live on the tax rules to make cifts to universities tax-deductible, 35 in America. But the Government has consistently refused to do this. Only last month it turned down a proposal of a Select Committee of the House From time to time proposals are made that the endowments scientific research tax-deductible confiscated or diverted to other purposes. Such confiscation

whose endowments are the fruit

ently made against Oxford coldue to the unwieldy nature of some of our structures. But frankly, we are not convinced of the desirability of some of the changes we are asked to adapt to. We are proud and privileged to have inherited a system and tradition of education and learning which is pre-cious and irreplaceable, and we are anxious to preserve its essential elements intact.

Dr Kenny is Master of Balliof College, Oxford.

Paul Betts, in Paris, reports on a new concept in French rail travel

collectively.

## The age of high-speed nouvelle cuisine

way station. Opposite the new first-class carriages of the Strasbourg Paris express—known as the "Jean Lamour" can buddle quietty in a corner or in groups for business, a game of cards, a snack and a two years of careful preparation.

Dord, the rail equivalent of a cruise ship's purser, dressed in pin stripes and bow tie.

"All this is not just a gimmick. It follows more than two years of careful preparation the cold for the cold the cold damp December morning fog in the lounge where hot latest in French nouvelle coffee was served, newspapers cuisine with the food prepared were available, and a woman by one of the country's top new were available, and a woman by one of the country's top new with a computer organised generation chefs. The restaubaggage handling, taxi or bired tant is also very expensive and car reservations and even a a meal for one of foie gras,

hotel booking if needed.

"The other day we had a rich fellow who arrived in a terrible rush and told one of our people his car. He gave the official the keys to park it. When he returned from his train journey few days later, he found the

The restaurant serves the scallops, cheese, and chocolate mousse cake washed down with

gimnick. It follows more than two years of careful preparation and study," said Mr de Vlvies. "We were worried about the steady decline in first-class rail travel and decided to test a new concept to attract people back to the first-class. The idea is to offer a complete service startto offer a complete service starting well before the actual journey and continuing at the

In the train, there is a minite tell microcomputer for bored passengers to play with. Music y cassettes and earphones are also available. One day there will be a telephone and television. In the dining room, the maitre of hotel and the waiters and waitresses have all home training training after the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second class, had become a major source of anxiety. Between 1962 and 1975, first-class rail travel had grown steadily by 46 by the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second travel had become a major source of anxiety. Between the dining room, the maitre of the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second travel. Between the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second travel. Between the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second travel. Between the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second travel. Between the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second travel. Between the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second travel. Between the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second travel. Between the passenger leaves the train."

For SNCF the fall in first-class rail traffic, where margins are much higher than in second travel. Between the passenger leaves the train." a few days later, he found the keys with the hostess and his car in the car park without a scratch," said Mr Louis de Vivies, one of the marketing executives in charge of the new experiment in first-class rail former maltre d' at the Riz in travel launched this winter by the SNCF, the French state railways.

The train itself also constitutes a new concept in first-class another Paris palace. Oversee-

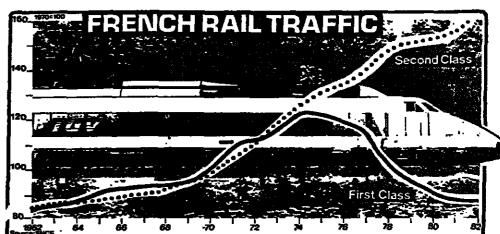
lounge at any large inter- combine open plan and privacy. journey is a Commissaire de Air Inter, the main internal national airport it was instead. The comfortable armchairs in Bord, the rail equivalent of a French company, now has at rrance and on major routes like has launched its new experi-Paris-Nice or Paris-Toulouse it uses the Airbus. A third signifi-cant reason for the fall is a launched its new experi-ment to reconquer first-class passengers. So far the fall is a launched its new expericant reason for the fall in first-class traffic is the improve-ments the SNCF made in its second-class in the last ten to 15 years.

> "We made a big effort in second-class and to some extent did not pay enough attention to first-class," said Mr de Vivies. Indeed, in the Corail carriages, Indeed, in the Corail carriages, which SNCF started to introduce between 1972-75, the second-class was considerably improved and the difference with first-class was slim. "People were saying they weren't getting their money's worth. They either decided to travel second-class or left the train for the car or the plane," Mr de Vivies said. Mr de Vivies said.

With the introduction of the high-speed train link (train a grande vitesse—or TGV for short) between Paris and Lyon, the SNCF struck a first return blow to the airlines. On the western part of the country, it started experimenting with spe-

of playground on wheels—to hold on to and increase family to Paris and from Paris to Stras-bourg via Nancy a day with the new service. In spring, the SNCF will decide whether to extend the service elsewhere, but already the state railways appear satisfied with its first

The SNCF had two alternatives to win back disgruntled first class travellers. It could either reduce the price dif-ferential between first and second (at present for every FFr 100 in second you pay FFr 150 in first) or upgrade the service in first. The first was a defeatist policy so we opted for the second. The second also has the merit of recking to attract when the second also has the merit of seeking to attract what we call leaders, or top bracket people. The question is then not so much one of price but quality. With better service and facilities you can in fact ask people to pay even more," said Mr de



SNCF persuaded Mr Joel Robuchon, who owns and runs Jamin in Paris, a three-star Michelin guide establishment regarded as perhaps the most inventive restaurant in the capital, to supervise the cooking. All the dishes are prepared using a new technique under vacuum and then heated by steam oven on the train. Cold dishes are prepared by the chess on the train. Unlike other meals on trains, SNCF has decided not to subsidise the food in the new first class. "The idea is that the restaurant should pay for itself," a SNCF official said. SNCF already loses FFr 185m a year on its cater-

mated at FFr 4.6bn. The new first class — called officially Le Nouvelle Premiere
—is already beginning to break even after a few months in ser-

Not everyone, however, is enchanted by the new first class. One of the biggest objections is that a traveller used to the old first class is forced to pay 15 per cent more. The restaurant, of the state railways' overall on occasions, does not live up renewal and its preparation to the equivalent of a three-star restaurant in town. Under the circumstances, it is not surprisericumstances, it is not surpris-ing; but at £40 a head it is equally understandable that customers complain. Others would have preferred to see

eat lobster thermidor and then

the point. We did not want to recreate nostalgia. We wanted something very modern, pro-jected towards the future," said Mr de Vivies. Indeed, the SNCF sees the new first class as part for the challenges ahead against motor and air travel competi-tion. And, like the airlines, the sNCF is already considering the introduction at some stage of an intermediate business-type class for those who do not want ing operations alone out of an SNCF recreate the golden days to travel second or pay the overall deficit this year esti- of French rall when you could surcharge for the new first.

## Monetary

From Mr G. Hoggarth

it

215

Sir,—I was interested to read that Michael Beenstock (December 11) has followed the lead of other monetarists, such as Nigel Lawson and Samuel Brittan, in adopting the view that adherence to a sterling M3 growth target in order to control inflation is not perhaps such a good idea after all. Beenstock quite rightly points out that an in-crease in the demand for ster-ling M3 that follows a rise in hank deposit rates will not directly affect prices/nominal spending, but only the composition of an individual's asset portfolio. This criticism how-ever of the use of broad money as an intermediate target, amongst others, was made by Lord Kaldor in his evidence on monetary policy to the Treasury select committee five and a half years ago at the outset of the medium term financial strategy.

More interestingly, whereas anti-monetarists and even now some economic commentators of a monetarist persuasion favour the abandonment of monetary targeting, Beenstock supports the Government's move in attaching more weight to the narrow measure of money, MO. There are a number of prob-lems with targeting MO. It is lems with targeting MO. It is a very narrow definition of money, representing only one-tenth the size of sterling M3, and consisting, in the main, only of cash held by the private sec-tor. By excluding all bank and building society deposits it is difficult to understand why MO is deemed to be a useful indiis deemed to be a useful indi-cator of potential spending power in the economy. As is the case with sterling M3, in practice movements in MO growth are not usually associated with a commensurate change in price inflation. With the present high level of nomi-nal and real bank and building deposit rates and the continued rise in the use of cheque books deposit rates and the continued rise in the use of cheque books and credit cards, it is hardly surprising that MO is growing less rapidly than price inflation at present. Most importantly, under the present UK financial institutional set-up, it is presently recognized that MO. is generally recognised that MO (high-powered money) is de-mand rather than supply deter-

a chief adviser on monetary policy at the Bank of England states in a recent book that, "with high-powered money largely consisting of currency in the hands of the public and the latter being demand-determined the direction of causation runs clearly from nominal moments on the sand coin in circulation and high-powered money." In other words, to the extent that a stable/predictable relationship exists (for which relationship exists (for which relationship exists) and appears to in the statistical evidence is in any case far from clear cut) if

- F

mined. For example, Charles Goodhart who until recently was

#### Letters to the Editor

the policy goal, that lead to changes in MO growth, the so-called intermediate target.

Given that MO (along with the exchange rate) is now central to the authorities' monetary strategy, it would be illuminating if the Chancellor, or Michael Beenstock, could explain the mechanism by which a reduction in MO growth causes a deceleration in inflation.

Glenn Hoggarth.

Glenn Hoggarth. Henley Centre for Forecasting, 2 Tudor St, EC4.

#### Half baked patents conference

From Mr R. Palmer Sir,—It was reassuring to see Dr Hermann (December 5) Dr Hermann (December 5) appreciating the reality of some of the problems in the world of patents. Let us hope that our Government will in the coming months replace its previous exhortations and statements of good intent by actions in support of the industrial property requirements of innovators and business in this country. At home we prepartly require simhome we urgently require sim-plification of patent litigation. Within Europe we should have no half-baked mini-Community patent and our case for locating the Community Trade Mark office in London needs positive action by the UK Government. R. Palmer. 62 Olivers Battery Road, Winchester,

#### Taper personal

Hants.

allowances From Mr C. Beattie QC Sir,—It is important to exemp individuals with small incomes from liability to income tax. Such a move would reduce the administrative burden of collectadministrative burden or collecting tax and might allow PAYE to be abolished, with a great saving in time and trouble to employers. A large increase in personal allowances would achieve this, but the difficulty in the control of th is that any increase is costly in terms of tax lost, since every individual with an income is entitled to a personal allowance which relieves him from tax at his highest rate. This heavy cost in revenue lost could be much reduced, permitting personal allowances to be much in-creased, if personal allowances were to be given in full only to individuals with small total incomes, the allowances tapering off to nil as incomes rose

somewhat above that small total.

#### Life sales licensing

From Mr H. Paisner Sir,—Mr A. J. Duggin (December 6) correctly recognises that a public row is now raging over the idea for licensing each and every single person, who sells life insurance in this country. Well over 100,000 individuals distribute life insurance, either part time or ful-time. Among others, building society staff, estate agents, tra-vel agents, bank employees, re-tailers, accountants, brokers and insurance company employees all sell life policies, as

do solicitors, who are members of my own profession.

Even before the concept of miversal licensing, involving wide-ranging examinations, was wide-ranging examinations, was floated in August by the Marketing of Investments Board Organising Committee (MIROC), Professor Gower had publicly cautioned against any general scheme for licensing. He recognised the mammoth nature of any such task, due to the very large number of individuals involved and the freviduals involved and the fre-quency with which people enter

and leave the business.

Following publication of MIBOC's idea, the Office of Fair Trading, the National Consumers' Council and the Con-sumers' Association have all, independently, issued state-ments in strong opposition. This is not surprising. These bodies protect the interests of consumers. Consumers would be forced to pay for all of the inevitable bureaucracy, if the scheme went ahead. They would gain very little, if any, advantage.

How do you license, indivi-dual by individual, all members

a more practical way?
The Government has announced that rules of business should certainly make each life Taking small incomes out of office legally responsible for the liability to tax is more important than reducing the basic rate

regardless of whether or not that individual is employed by that office. Mr Michael Howard, QC, MP, has made clear that the Financial Services Bill (exected this week) will give pected mis week) will give each individual consumer a new legislative right of action directly against any office, if the consumer is harmed by failure of that office to comply with the rules of business conduct. Such a policing mechanism will protect consumers in a far more effective—and a far less expensive—way than would MIBOC's somewhat cumbersome

MIBOU'S SOMEWHAT CHAMPERSONSE licensing scheme.

Mr Howard's very practical approach makes MIBOU's idea redundant. Sensibly, Mr Duggin predicted that the Government may reject the whole idea. This is exactly what the Government should do. Harold Paisner.

First Floor, 154 Fleet Street, EC4.

#### Helistop in the City From Mr W. Goldsmith

Sir,—Mr Langmead (December 13) writes, from the Barbican, that the Trig Lane Helistop is to be closed due to its proximity to the new City of London School.

No mention is made of its proximity to many of us who have offices and residential accommodation nearby.

I submit that helicopters are

far more rather than far less of a noise nuisance than juggernauts and motorcycles.

The infernal disruption to office and home life is totally disproportionate to the convenience of the relatively few helicopter passengers to from the City.

William Goldsmith. Thompson Lloyd & Ewart, 5 High Timber Street, EC4. The world of

industry From Mr R. Garrett

Sir.—Mr Griffith's young graduate former pupil (Decem-ber 5 "Industry does not attract") is said to have "a firm personality and high intellectual quality" but maybe is somewhat short of modesty and has an ability to come to positive views without consider ing the subject in much depth.
His "family friends" appear
to come from the same sort of
background as himself and after 50 years in industry I fail to recognise his world of of an evormous and requestry changing group of people? How much would it cost? What real ministrators, dogmatic accountants and disgruntled representations of workers. sentatives of workers.

I suggest that Mr Griffith
and his young friend move out conduct are to apply to the sales of investments, including life insurance. These rules should certainly make such life. R. A. Garrett. Marlwood Grange.

Unimation Total State of the State of the Control of the State of t Aga-Rayburn Coalbrookdale RICOH STEPHEN G. P. © TATUNG (U.K.) LTD.

## WHAT'S ON THE CARDS FOR YOUR COMPANY?

One name is featuring more and more often. The reasons are geographic and economic with a strong addition of the sociological.

Geographically. Tellord is where any business should always be; in the centre of things. Right next to the M54, fast on to the M6 and within balf an hour of Birmingham. Economically, there are

highly competitive financial packages that have already attracted hundreds of national and international companies. Sociological? People who

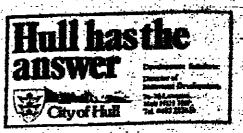
work in Teliord wouldn't live anywhere else. Close to the office, near to the countryside, and erijoying facilities every family is looking for - new housing, modern shopping centres, fine sports areas, fresh air,

Get more details. Contact Mike Morgan on 0952 613131. Or write to Telford Development Corporation, Priorsice Hall. Telford, Shropshire TF29NT.

Meanwhile, don't print too many cards with your present address on.

## **FINANCIAL TIMES**

Wednesday December 18 1985



Jonathan Carr considers the Bundesbank's cautious review of banking regulation

## Much ado over minimum reserves

minimum reserve rules do not seem made. But the West German Bundesbank has managed to turn this unpromising material into the longest-running mystery play in Frankfurt.

This week, before an increasingly impatient audience of bankers at home and abroad, the Bundesbank's policymaking central council will meet for another act of the drama. It remains to be seen if this will prove to be the finale - or just another twist in an ever more tangled

Bankers' appetites were first whetted in March when the Bundesbank let slip that its minimum reserves instrument was not after all, sacrosanct. The central bank made clear that it was ready to consider some "modification" of the rules that would help to repatriate some of the "Euro-business" that had for years gone abroad.

Many German bankers could hardly believe their ears - or good fortune. The minimum reserves weapon has long been seen as a key one in the Bundesbank's armoury of controls over the money supply and, as such, "non-negotiable". Under the rules, the banks have to deposit a specific minimum percentage of their liabilities interest-free with the Bundesbank, which can raise or lower the required percent-ages (the "reserve ratios"), thus in-fluencing the liquidity of the bank-too, perhaps undermining the Bun-

was a main reason why years ago they set up Euro-business subsidiaries in Luxembourg, where no minimum-reserve rules exist.

Almost nine months have passed since that first Bundesbank hint. but still no "modification" has been announced. Last month the Bundesbank's president, Mr Karl Otto Pöhl, promised that the lengthy review of the matter would be com-plete "very shortly." This month his vice president, Mr Helmut Schlesinger, said the review was still not ended and drew attention to "the complicated nature of the material."

The truth is that the central bank is divided over what to do, which is hardly surprising. Already this year the Bundesbank has approved the use of innovative financial instrunts such as floating-rate notes and zero-coupon bonds, which it

That step alone was hard for the most cautious policymakers in the central bank to swallow. They surely face severe indigestion if the minimum reserves are tampered with as well. Not the least of the unanswered questions is whether a change in the instrument means that the Bundesbank law itself must be altered. Opinions vary but the fear is that if the politicians

For the banks, that means tying up a lot of funds unprofitably, and let the genie out of the bottle and stands no chance of locking it up again. Public discussion of the pros and cons of minimum-reserve policy is mounting almost by the week. and the longer the central bank de lays a decision, the more the debate will intensify - almost certainly awakening expectations that can-not be fulfilled.

> Already there are academics and others calling for complete abolition of the instrument on grounds that it is a "special tax" on deposits and amounts to an undesirable transfer of resources. It is pointed out that the minimum-reserves policy indi-rectly helps the Bundesbank to increase its profit, most of which it must - by law - turn over to the

Most of the commercial banks do not go that far, conscious that by making maximum demands they night strengthen the hands of those in the Bundesbank most against change. Instead, bankers argue that minimum-reserve ratios could be cut sharply, without giving up the instrument as such. One suggestion is that the sum tied up through minimum reserves could be cut from the current level of around DM 47bn (\$18.7m) to some DM 25bn (the amount in working balances" the banks need at the Bundesbank for their daily pay-

The banks point out that the Bun-desbank has not once changed its negotiable receipts for bank depos-

of more than DM 100m).

In other words, the Bundesbank is relying far more on open-market operations - especially its securities repurchase agreements with the banks - to guide monetary policy, and minimum reserves have become less important as a result. Temptingly, the banks argue that if their minimum reserves burden pear unfair but would undermin was cut they would probably pass on lower interest rates on lending

Defenders of the minimum-reserve instrument emphasise its im-portance as an automatic brake on monetary expansion; that is, it operates even before the Bundes-bank has statistical evidence of the growth and can bring its other control measures into play.

There is also wariness over another proposal of the banks, namely that non-resident deposits be exempted from reserve requirements if the funds are themselves used for lending outside Germany. The fear is that while that idea seems sensible in principle, it would be hard to control in practice.

Whatever the merits of those arguments, it will probably be certifi-cates of deposit (CDs) that turn out to be the main lever of change. As

minimum-reserve ratios since Octo- its, CDs play a valued role through-ber 1982 (when they were set within out a lot of the financial world – but a range from 4.2 per cent for sav- not in Germany. They were exings deposits of DM 10m and less, empted from the new instruments to 10.15 per cent for sight liabilities the Bundesbank approved this year, and for at least one strong

As bearer bonds of the bank they would, under current regula tions, be exempt from minimum-reserve rules - while time deposit their close competitors, are subject to the rules.

That situation would not only apthe efficacy - such as it is - of min mum-reserves policy.

The Bundesbank could (but will not) solve the problem by abolishm reserves. It could ead try to draw all bearer paper (including CDs) under the reserve regulations, a "hard line" move for which it would probably be dragged before a court by the public-sector banks in particular. Or it could try to postpone a decision, which so far is what it has been doing. There is a danger here, though.

The commercial banks have s far made use of D-Mark CDs as a result of a "gentlemen's agreemen with the Bundesbank – and one of these days they may simply tire of waiting and ignore the accord. That is not very likely at the moment but it helps to illustrate that the pressure is firmly on the central bank to cut the Gordian knot of

#### **British Telecom** share sale criticised

By Lucy Kellaway in London

THE UK Government's sale of vate sector did not raise as much money as it might have done, according to a critical report published yesterday by the all-party Public Accounts Committee of the House of Commons.

The report criticises a number of ispects of the £3.9bn (\$5.6bn) share flotation last year, including the initial offer price and the way in which shares were sold in markets outside the UK. The committee recommends that the Government "should thoroughly review the ar-

One of the report's central com-plaints is that the British Telecom issue was underpriced. It argues that the 130p selling price of British Telecom shares was "over cautious, and a modest further increase in

The pricing of the Telecom issue, which resulted in a 33 per cent ap-preciation over the full offer price on the first day of dealing, has already been widely criticised. The committee's report follows the publication earlier this week of an arfor Fiscal Studies which estimated that the privatisation of BT resulted

The report also questions whether all the special selling methods used in the flotation were justified. The total costs of the issue were £263m, amounting to 6.8 per cent of the issue proceeds, com-pared to an average of 3.3 per cent in previous state share sales. "It seems questionable whether the whole package of measures was necessary to meet the Government's objectives," it says.

THE LEX COLUMN

## Taking good care of Laker

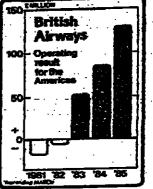
The C33m which British Airways has provided to cover the cost of the Laker settlement is a small price to across the North Atlantic. The 1984-85 accounts, which finally made their appearance yesterday, provide for the first time an analysis of where BA makes money. A loss of £17.5m on American routes has £120.6m in five years, and to judge from the tone of the interim state-ment the North Atlantic may this year account for more than half

Yet BA is at last starting to run out of steam. The six months to eptember showed a small increas in pre-tax profits - to £201m - only thanks to a reduction in the interest charge and, if the Laker item conveniently charged to the 1984-85 accounts is stripped away, full-year profits look certain to be lower. By the time BA publishes its results and prospectus in the early summer, the trading prospects should be looking brighter -- lower oil prices will be feeding through into fuel costs and traffic growth should. have bottomed out at around 5 per cent. But the group will also be fac-ing some lumpy financial commitnts. Quite apart from the new experience of paying tax and divi-dends, BA will need to find ways of financing a 10-year capital spend-

All of which helps to explain why BA is having a bit of a barney with the Government about the shape of its balance sheet. By March 1986, shareholders' funds of just over 2500m should be supporting net debt of about £300m, which hardly represents extravagant gearing by the standards of the airline industry. But that sum ignores BA's op-erating leases, which will have a capital value of £1bn and will creep on to the balance sheet at some point willy nilly. If BA succeeds in securing a capital injection of £400m, either by persoading the Government to inject money or by a rights issue à la British Aerospa equity will just exceed financial liabilities. If the Government insists that would be initial to British Cile donian, BA could be a difficult prop-

Banking supervision The Bank of England could never learn - along with the rest of the oil the disadvan have emerged from the Johnson sector - have been such dismal per ment trust.

Matthey affair without making formers recently that it would be might just per



s; the Bank will end up carrying out its supervisory functions under a new board of outside worthies, appointed to advise the Governor but reporting to the Chan-cellor. Although the White Paper considers the more radical alternative of taking supervision entirely out of the Bank's hands, that final humiliation is not required; if it had been, the Bank might as well have

The reinforced statutory framework naturally gives the Bank pow-ers which, properly implemented, ought to have prevented the JMB collapse; single customer guidelines are to be backed by statute, though country limits are not, and menda-cious or even reckless reporting bees a criminal offence. While the idea of demanding access to an au-ditor's management letter has been dropped, anditors have not got away without some interesting new responsibilities. If auditors believe that their banking clients are certifirst their banking elients are certifiable, or likely to abscand with the deposits, they may just about be willing to tell tales out of school; but until they can negotiate a precise legal definition of these duties, auditors may well prefer to avoid the supervisory confessional. The Desupervisory confessional. The Department of Trade will have more to say about auditors later in the

#### Charterhouse

to extract a 62 per cent premium over its share price for an agreed merger looks as if it is performing its stewardship role pretty well. But the shares of Charlerhouse Petropaving a crazy price.

Charterbouse put up the For Sale sign after the Saxon/Enterprise fiasco, making it quite clear that it did not believe there was a future for a small, independent exploration and production company in today's bear market. Companies with little financial matcle, trying to picase shareholders who have a three-month view, now find it hard to justify large investments in the ploration with a profits lag of many years and an uncertain oil price. But Petrolina wants to expead its

UK and North See base and Cherterhouse's fields are nicely complementary. On an appraisal of Char-terbouse's exploration acreage, Patrolling does not feel the price is far astray from net asset value, and the numbers are so small as to seold any noticeable earnines dilution to its shareholders. If shares of small oil companies even with the best management, are standing at a 50 per cent discount to their not assets, the market must be allowing nothing for possible finds and factoring in a very bearish outlook for the oil price. Now that Petrolina has shown itself prepared to take the plungs, perhaps other oversess predators will start to show daring

#### J. Rothschild

J. Rothschild Holdings' interior ment arrived yesterday with the customary lack of explanation and comment on trading leaving the market unimpressed by the company's reputed skill at making money out of special situations. In a half-year when there was hardy a lack of hid activity, especially in the US, JRH achieved on 8 per cent fall in profits to £27.6m and — more important – a rise in not asset value per share of just 1.5p to 126.7p. Had Mr Rothschild not bought in 33m. shares, the net asset value would probably not have increased at all. In initigation, perhaps, the com-pany published a rather higher end-November asset value of 133.3p (after buying another 14m shares). The shares - down in to 100p year terday - are still lower than they were at the beginning of last year and stand at a 25 per cent discount to the more recent Nov ligare, not far off the suscepts for imperiment far off the average for investment trusts. Shareholders should decide whether the advantage of having their shares bought in outweigh the disadvantage of loss of investment trust tax status. Or they

### **UK** pledge to aid Uganda recovery

BRITAIN has pledged to help in the rehabilitation of Uganda after the signing of an accord in Nairobi yesleader of the rebel National Resistance Movement (NRM), and Gen Tito Okello, President of the coun-

try's ruling Military Council. Under the terms of the agree ment, Mr Museveni has been awarded the influential post of vicechairman of the Military Council, although he failed to gain the key defence portfolio. The NRM, which controls much of the south of the country, has been given seven seats on the 20-member Military Council, but was forced to drop its demand for the expulsion of two representatives of troops loyal to former dicta-

According to British military officials in Nairobi, Britain plans to install a military advisory team of about 15 men in Kampala early next month to act as a power broker in the reconstitution of the army.

The despatch of the team was not officially confirmed in London yesterday, but Mr Malcolm Rifkind, Minister of State at the Foreign Office, said that, if a ceasefire proved effective, "the UK is ready to contribute to the rehabilitation of the economy through programme aid and technical assistance, including help for resettling soldiers, employ ment creation schemes and assistance for agriculture and the

Britain and Kenya are alone among Commonwealth nations in pledging support for the agreement. which was reached under the auspices of Kenyan President Daniel arap Moi. The accord was greeted with hostile statements from Ugandan officials on both sides and its implementation is likely to be fraught with obstacles.

The pact contains a two-part formula for disarming some 50,000 army and rebel troops and recruiting a new 8.500 strong military force.

British exports to Uganda in 1984, the last year for which figures are available, were worth \$42.7m, down from about \$81m in 1982 and considerably below the heyday of the dence in 1962. Ugandan exports to the UK last year, mainly coffee, amounted to \$56.5m.

Suspicion clouds peace, Page 3 Staff.

## EEC foreign ministers tie up loose ends of reform package

THE EEC reform debate was yesterday officially brought to a close, with only the smallest gestures made by the member states to win the support of the European Parlia-

The foreign ministers of the Ten, plus Spain and Portugal, tied up the in the Treaty of Rome. No final treaty am agreed by their heads of governous without the ment in Luxembourg two weeks ago, and put a brave face on the

modest result.

They persuaded Mr Jacques Delors, the President of the European Commission, not to denounce their efforts immediately as a disappoint-

liberalisation of internal trade and to extend the influence of the European Parliament, has a long

munity law.

Both Italy and Denmark still have reservations on the package -Denmark because it is too radical. Neither will be lifted until their re-

Zia, Gandhi

Continued from Page 1

been started, and foreign secreta-

ries will try to merge their two countries' different versions of a

be important in healing rifts will follow and there will be a top-level

ministerial meeting of the two

The two countries' defence secre

taries are to try to end increasingly bitter border battles on the Siachen

Glacier in Kashmir. Officials are al-

so to look into the details of other border problems including allega-tions that Pakistan has been help-

ing extremist Sikhs in the Punjab.

 Pakistan's Parliament yesterday cleared the way for martial law, en-forced for more than eight years, to

be lifted later this month, probably

agree on

relations

ship" treaties.

end of February.

spective parliaments have had their

The UK has a specific reservation chanter that would extend the capacity for social legislation and pro-tection of the working environment

No final treaty amendment is possible without the unanimous agreement of the member states. The foreign ministers yesterday made two small gestures to reassure the European Parliament, which last week denounced the efforts of the Luxembourg summit as

unsatisfactory and unacceptable. ment, insisting among themselves

They agreed that any amendthat it was the best possible result ments to EEC legislation proposed in the circumstances. Mr Delors by the Parliament under the new was reported to be very critical of co-operation procedure would be presented to the full Council of Min-The final package, combining a isters, whether they are endorsed new treaty on foreign policy co-operation with measures to speed not. It will still be up to the council to decide the shape of the final union implies a process of ever clos-

month deadline for decision-taking by the council could be extended to four months by agreement with the Parliament. If a decision has still

Continued from Page 1

are expected to be offered at around

the same 60p price.

The share offer will be accompan-

ied by a statement on the company's annual results which will con-

tain heavy write-offs. However, the

board of the recapitalised company is expected to produce profits fore-

Westland made £23.3m pre-tax

profits on group turnover of £296m in the year to September 1984,

iown from £28m on a turnover of £328m. Since then, the company's dearth of orders has created serious

cash-flow problems. Lazard said

yesterday that failure to agree to the Sikorsky-Fiat proposals could

On Friday, Lazard will send a let-ter to shareholders outlining the

Acceptance date set

for Westland rescue

of the suggestion, backed by Italy, Belgium and the European Commission, that when the council fails to reach agreement, the proposal put forward jointly by the Parlia-

The other key agreement reache by the ministers was on the legal form for the package, which will now be called a European Act, rather than the once-mooted Treaty of European Union.

The preamble links the two parts of EEC co-operation, political and economic, while making clear that they are legally separate. It spells out the ultimate aim of

the member states as being to move towards a European union, and commits them to the formal objective of realising that goal in a new

that the definition of European Parliament, and in particular the Social Democrats who hold the balance on any ultimate decision to

not been taken then, the proposal will simply lapse.

That plan falls a long way short

Sir Geoffrey Howe, the British Foreign Secretary, insisted that the final result was "very positive,"

ment's attitude to the future of the

Westland group continued yester-day as the Ministry of Defence

the door open in the House of Com-

mons on a possible European solu-

In the Commons yesterday, Mrs Thatcher said twice in reply to

questions that the company must decide which deal it should pursue. She referred to the responsibilities

of the company to its shareholders,

its moral responsibilities to its workforce and its obligations to bankers and to its anditors.

Many MPs interpreted Mrs

med the Prime Minister had left

the Conservative Government's programme of state asset sales moves into full swing, with the flotation of British Gas and British Airways expected next year.

the price would have brought in a higher return without risk."

in a net loss to public funds of

Several other aspects of the Govsingled out for criticism in the com-mittee's report. It attacks the size of tion as well as the Sikorsky-Flat the commission paid to underwri-package favoured by the company's ters of the issue, and urges that in future a "careful assessment be made ... of the need for underwriting." In the case of British Telecom. the committee said it was not con-vinced that the extent of the risk fustified the rates agreed for

> The costly technique of selling shares overseas comes in for particularly heavy criticism in the report, which claims that shares sold in the US quickly found their way back into the UK market. We recommend that a thorough review of the method, desirability and value of overseas sales should be carried out by the department and the Treasury," it says.

House of Commons Committee of Public Accounts: Sale of Govern-ment Shareholding in British Telecommunications. House of mons paper 35. HMSO, £3.50.

#### *PARIBAS LIMITEI*

has changed its name to

## BANQUE PARIBAS CAPITAL MARKETS LIMITED

17-20 Lincolns Inn Fields London-WC2A 3ED Telephone: 01-242 0173 Telex: 296723 Fax: 01-405 0682

RESEARCH 01-242 0173

CORPORATE FINANCE 01-242 0173

01-242 0173

TRADING 01-831 6631

SYNDICATION



## Debt plan outlined Continued from Page 1

next three years should be equiva- Chub of Paris. lent to a notional "international in- An increase in the availability of lent to a notional international inflation rate," which officials estimate could be between 3.5 per cent and 4 per cent. The \$20bn in commercial loans contemplated by Mr of payments difficulties in countries
Baker marks an annual increase of hit by falling commodity prices,
high US interest rates and "natural" Partial capitalisation of interest repayments. The scheduled final communique

A net annual increase of between last night was expected to confirm a

cover to countries that have re-

scheduled their debt within the

The scheduled final communique

general meeting, expected to be Thatcher's remarks yesterday as called early in the new year. The broadly backing Mr Brittan's attiproposals require 75 per cent ma-

15 and 20 per cent in loans from hitherto unsuspected degree of unimultilateral agencies, avoiding any additional conditionality.

• Western governments should do Argentina, Brazil and Mexico, for more to maintain export credit going beyond rhetoric and moving

British Airways profit, Page 7; early listing for NTT, Page 16

## FINANCIAL TIMES SURVEY

Wednesday December 18 1985

## hamel Islands

Money is pouring in as this off-shore haven develops into an international finance centre. But fears are being raised over pressures on resources and economic imbalances

## Setting limits to growth

By Tim Dickson

VIRTUALLY FULL employwart cally rull employment; no public debt; healthy budget surpluses; and business pouring in from all over the world. The outlook for the Channel Islands—a community of roughly 130,000 people which

world. The outlook for the becoming but many are wary of becoming over-dependent on an industry innately sensitive to bad publicity and to external political change.

Billions of pounds have flowed into the banking and fund management industries of Jersey and Guernsey in recent years. Their low taxes—income tax is 20 per cent in both islands and there are no capital

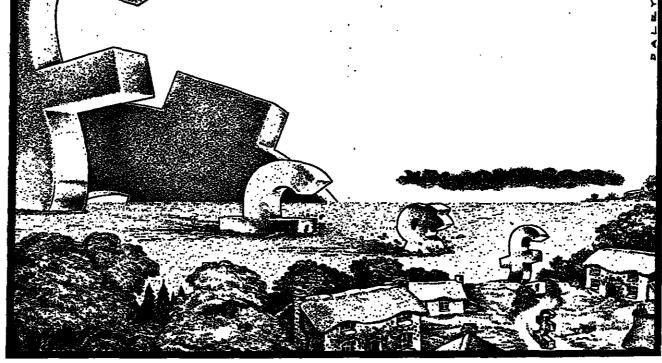
ITED

are apprehensive about the future.

The islands' finance sector—

engine of their rapid economic growth—is fast outstripping the supply of skilled labour and accommodation

Financial services may be booming but many are wary of



£18bn is deposited in foreign currencies, and the £6.5bn deposited in the 48 registered financial institutions in neigh-bouring Guernsey at the end of June this year.

Growth has speeded up since the abolition of UK exchange controls in 1979—a develop-ment which some at the time thought would divert business formation from offshore centres largely dependent on British investors and UK expansions.

The characteristics which have made the islands attractive nave made the Islands attractive to investors are a source of local pride. Neither island has political parties; they enjoy good communications with Britain and France; they are geographically close to the City of London and (significantly) part of the sterling area; and they can boast an enviable line up of internationally respected by bankers and accountants from the mainland and other

The rapid growth of the finance sectors on both islands and there are no capital taxes—their political stability, the high standard of professional services, and their capacity to avoid the sort of scandals that dogged offshore centres elsewhere are all responsible for this unprecedented financial bonanza.

But notwithstanding the air of prosperity and well being, the authorities, and the local populations

The rapid growth of the financial growth of the finance sectors on both islands international client base.

The rapid growth of the finance sectors on both islands international international international international client base.

Until the early 1960s the only banks on the islands were branches of the high street branches of the high street branches of the high street branches of the light street branches of the high street branches of the light street branches of th largely dependent on British investors and UK expatriates to ones with a genuinely international client base.

The islands' inhabitants resent their tax haven tag—they frequently point out that incomptax has been at 20 per cent in the company of the second of the seco

Islanders is how far their small communities can continue to accommodate the rapid business development of recent years. Both Jersey and Guernsey are conscious of the benefits of a successful finance sector in terms of employment and tax revenue but both are equally determined not to be overrun

metropolitan financial centres.
Understandably they are
anxious to preserve their traditional way of life and to protect the relatively unspoilt beaches and countryside which sustain another important industry,

Pressures for tighter immigration controls — already
relatively strict thanks to the
housing laws — are intensifying
and, following an emotional
debate on the subject in
September this year, the Jersey to reduce the rate of immigra-

The big question for Channel States - the island's narliament - formally reaffirmed its com-mitment to limit the island's population to 80,000, (It is now believed to be about 77,000.)

believed to be about 77,000.)

The authorities are aware of the problems this restriction and the housing shortage presents for businesses already established on the islands—certainly the financier's most common complaint is shortage of skilled staff—but they can do no more than try to take the economy off the boil by applying more rigorously their ing more rigorously their powers to limit the expansion of activities through the Regula-tions of Undertakings and De-velopment Law (Jersey) and to call for better training and im-proved profit per employee via

tion and protect the environ-ment, conditions of economic prosperity and a high standard of public service are more likely to be secured for the future if the physical, human and financial resources presently available are used more effectively."

At the same time the Channel Islands' dependence on the finance sector is now more marked than ever, though it can be argued that the economy of Jersey, at any rate, is more balanced than 20 years ago. In the 1960s finance accounted for 10 per cent of the island's income, with tourism speaking for 50 per cent. Today the figures are more than 30 per cent and 40 per cent respec-tively, though if investment income from abroad received by residents and companies is included, the finance industry is probably the larger of the two main pillars of the economy. In Guernsey the finance sector provides some 50 per cent of the island's income.

By contrast, tourism appears to have reached a plateau, agriculture and horticulture continue to rely heavily on the tax-payer and manufacturing industry has inevitably suffered from the recession. from the recession.

Guernsey's success in attract- lieve that no British Govern-ing light manufacturing busi- ment could tamper with their nesses to settle on the island represents a conscious attempt to broaden the island's econ-

What of the external threat posed by a change of govern-ment in Britain? Mr George Foulkes, Labour's foreign affairs spokesman, has accused the Channel Islanders of encouraging "fraudsters, shysters and tricksters" and living off the pro-ceeds of UK tax avoidance. He is a man who would like to end
their privileges if his party
returns to power.
The local reaction to these

allegations is to deny that the islands somehow launder dirty money—a point accepted by members of a House of Commons select committee which

CONTENTS Banking Fund Management Infrastructure Page 3 Politics Page 4 Arbitration Law reform Customs & Excise Page 5 Industry Profile: Reditronics Energy Page 6 Property Tourism Reclamation Page 7 Water Archaeolog Page 8

management companies also now originate not from the UK, but from other parts of the world. There is undoubtedly a tendency not to broadcast too loudly in the UK the advan-tages of investing in the Channel Islands.

Page 9

Page 10

Currence Culture

Smaller Islands Horticulture

But while the islanders beprivileges and that mainstream Labour Party thinking is now centred on measures to en-courage the repairiation of funds sent abroad by the invest-ing institutions rather than to reimpose exchange controls in their pre-1979 form, they are drawing up contingency plans should they find it in their best interests to break the monetary union with the UK.

How far the islands would wish to carry out their threat is a fascinating conundrum. Their position within the British Isles is a valuable asset and they rely on the British Government for defence and representation overseas (a policy that enabled them to negotiate a highly attractive relationship with the

The option of breaking the monetary union with the UK and setting up a Channel CONTINUED ON PAGE 10

lo many people, 'trust' is the most important word in banking

(A) Allied Irish Banks (C.I.) Limited

Since 1981, the Allied Irish Bank Group has been providing comprehensive offshore banking services through Allied Irish Banks (C.I.) Limited in Jersey.

And now, with the formation of the Allied Irish Trust Company (Jersey) Ltd., we can provide trust, company formation and portfolio management services.

If you'd like full details of yet another AIB company you can trust, contact Peter A. Townend, Trust Manager.

Benking Services Robert Mclwaine – Manager Allied Irish Banks (C.I.) Ltd., Eagle House, Don Road, Tel. No. 0534 78567. Telex No. 4192394.

Trust Company Services Peter A. Townend - Trust Manager. Allied Irish Trust Co, (Jersey) Ltd., Colomberie Close, St. Helier, Jersey. Tel. No. 0534 27451/2. Telex No. 4192488.

(Allied Irish Trust Company (Jersey) Limited

## **BNP Jersey**

As the only French bank to be established in the Channel Islands, BNP Jersey provides financial services for international companies and for corporate and private clients resident worldwide.

BNP is one of the world's largest banks and BNP Jersey is an integral part of the Group network, which is active in seventy-five countries.

Mr Paul Henderson, Branch Manager, and Mr Ian Grant, Manager of the Trust Corporation, will be pleased to advise





Banque Nationale de Paris

BNP Jersey Branch, and BNP Jersey Trust Corporation Ltd, P.O. Box 158, Templar House, Don Road, St. Helier, C.I. Telephone: (0534) 76011. Telex: 4192352

BNP Group Head Office; 16 Boulevard des Italiens, 75009 Paris

UK Subsidiary, BNP p.Lc. 8-13 King William Street, London EC4P 4HS. Tel: (01)-626 5678

## ...For a comprehensive offshore investment service

Hoare Govett (Channel Islands) Limited, formerly Trevor Matthews & Carey Limited, is the longest established stockbroking company in the Channel Islands.

Our comprehensive range of offshore investment services are tailored to every investor's personal financial objectives, and utilise Hoare Govett's extensive global resources to best advantage in international markets.

For further information you can contact either our Guernsey or Jersey offices at the addresses below:-

Guernsey Office Mr Tim Tilden-Smith PO Box No 8 Hirzel House St Peter Port Guernsey, C.I. Tel: Guernsey (0481) 26511 Fax: Guernsey (0481) 711483 Telex: 4191339

Jersey Office Mr Derek Maltwood PO Box No 1 35 Don Street Jersey, C.I. Tel: Jérsey (0534) 73311 Fax: Jersey (0534) 31551 Telex: 4192171

LONDON - NEW YORK - HONG KONG - SINGAPORE - TOKYO - AUSTRALIA - CHANNEL ISLANDS

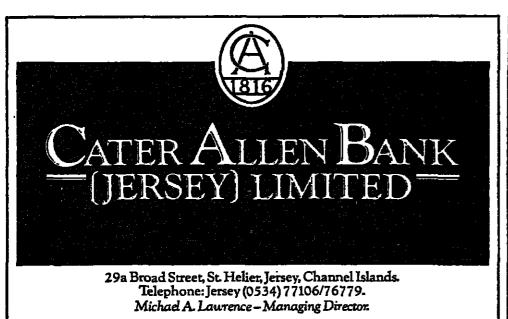
### FINANCIAL TIMES

bave changed ... for certain UK based financial advertisers who arrange their advertising through the Channel Island agency, Wallace Barnaby & Associates Limited, Guernsey.

Wallace Barnaby & Associates can provide the full range of publicity services, including mainstream UK media planning and buying often at a considerable saving in cost. Banking, investment and insurance are the principal commercial activities in the Islands, and Wallace Barnaby & Associates have a specialist knowledge in this particular sector. The time could be financially advantageous to consider this situation. UK based financial advertisers are invited to contact the Managing Director at Wallace Barnaby & Associates for further details.

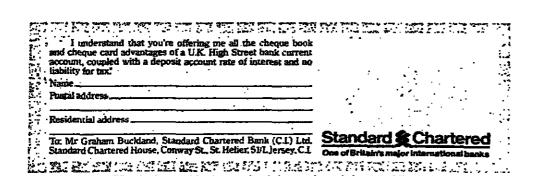
> WALLACE BARNABY

ASSOCIATES Place du Commerce, St. Peter Port, Guernsey, Channel Islands. Tel. 0481 26052 Telex: 4191653



AUDITED ACCOUNTS AVAILABLE UPON REQUEST.

A high interest British bank account that pays gas bills in Chester and tax in the Channel Islands. (You don't pay tax'in the Channel Islands.)



## The basis for economic prosperity

Banking TIM DICKSON

THE STRONG popularity of Jersey and Gnernsey as banking centres has underpinned the rapid growth of their finance industries in the last 10 to 15 years. In turn, the finance sector has become the basis of the islands' enviable economic prosperity.

The achievement is remarkable in view of the fact that 25 years ago the only banks on the islands were branches of the major UK clearers. The repeal of an ancient usuary law limiting interest on deposits to 5 per cent opened the way for a handful of UK merchant banks to set up shop in the islands in the early 1960s. Kleinwort Benson was one of the first, and since then the islands' growing reputation for fiscal advantage and political stability has inspired a host of British and international competitors to follow suit.

Today 52 institutions are registered under Jersey's Depositors and Investors Law and 48 separate institutions are registered in Guernsey, though these are owned by 36 different groups (parent banks of island between are when the search and the search are the se branches or subsidiaries can be found as far afield as the US. Australia, South Africa, Switzerland and the Republic

of Ireland). of Ireland).

The banks' contribution to the economy of the islands is evident from recent official reports. Between 1981 and 1984 profits of those registered in Jersey increased by 81 per cent (company with price inflation of 2). pared with price inflation of 21 per cent over the same period) with the result that banks are estimated to account for more than 30 per cent of the island's

A further indication of their role is provided by the recent surge in deposits—in the 12 months to June 1985 these rose £5.3bn to £24bn; roughly £18bn being denominated in foreign currencies.

In neighbouring Guernsey total pre-tax profits of the regis-tered institutions (excluding the branches of the clearing banks) are expected to rise 15 per cent in 1985. Total deposits (includ-ing the clearing banks) shot up to £6.5bn at the end of June from £5.1bn a year previously. The banks' share of employment is significant. Including

the major trust companies in 1984, they had about 3,000 people on the payroll in Jersey and just over 1,400 in Guern-sey (almost half the numbers of the whole finance industry

The rapid growth of the last the Jersey Bankers Association few years, however—and the puts it "Our blg problem is not pressure this has put on office new business but a shortage of pressure this has put on office new business but a shortage of development and staff—is people to handle it. The immi-

forcing both islands to turn gration regulations are increasaway many applicants for banking consents. Both sets of
authorities are increasingly from outside—so the only
choosey about who they let in. option is to recruit within the
They shrewdly calaculate that islands. This means that they
such a policy is the most competitiors."
But quite apart from this the

But quite apart from this, the islands simply do not have the resources to accommodate many more banks, however respect-Applications Jersey's Budget report argues that the island "should not close the door completely to the

possibility of new institutions of international stature tapping or international stature tapping new geographical areas . . . . . . . . . . . . while Guernsey's commercial relations advisers, Bruce Riley. emphasises that the island "is still entertaining applications from quality international banks." He adds, "We are, however, looking for a big contribution by way of tax revenue and a Caribbean—and the anecdotal evidence is of significant sums

high return per employee."
Earlier this year, Bank of Scotland became the latest institution to pass the necessary tests in Jersey, and it has been confirmed that Credit Suisse is the latest to be colored to get the latest to be allowed to set those resident but non-domi-ciled in the UK (who tend to be avoiding capital transfer tax) and UK residents anxious to re-ceive interest payments gross, and thereby delay their pay-ments of income tax.

Though most banks see retail Established banks, meanwhile, are constrained by the pressure on resources and all acknowledge that profits can only continue on an upward path with the aid of new technology and increased training

deposits as the main market, some rely solely on wholesale money for funds. At one extreme there are those which lend all their money to their parent and at the other those, like N. M. Rothschild of Guernsey, which act as princi-



Alan Corbin, a director of James Capel, one of the big brokers in the island's growing financial services sector

Handling deposits, of course, is a largely automated process and the scope for growth here is probably infinite. Where the pressures mainly arise are with the other services provided by the banks, such as international lending, investment management and trust administration, and tax advices.

and tax advice. and tax advice.

Deposits are flooding in from all over the globe, though bankers mostly like to emphasise that the relative importance of UK investors has significantly declined. The Channel Islands have benefited from the misfortunes of other tax havens or low tax areas—the political uncertainty in Hong Kong and the uncertain reputation of the Caribbean—and the anecdotal

evidence is of significant sums being diverted particularly from the Far East.

Besides the savings of expatriates (both UK and others) the banks see significant deposits from local residents, those resident but non-dominated in the UK or the tond to the significant conditions.

management business has grown substan-tially in recent years, partly on tially in recent years, party on the back of expatriate invest-ments and partly by being able to offer types of fund not per-mitted under the Department of Industry rules for unit trusts in the UK (the commodity funds being perhaps the best

The trust departments of the major banks, as Midland Bask Trust Corporation (Jersey) pointed out, are also kept busy by the increasing numbers wishing to register companies in the Channel Islands and take advan-tage of the attractive local environment for discretionary

mains a major preoccupation on both Jersey and Guernsey, a point illustrated by the establishment this year in Guernsey of the post of Banking Supervisor. Its first incumbent Mr Richard Whitford, aged 43, took up his appointment at the beginning of May.

Guernsey denosit protection mains a major preoccupation on

Guernsey deposit protection legislation has also been tightened up. Since August, closer control has been exercised over advertising, and the States of Guernsey can instruct auditors of banks to report back information required.

The accounting requirements of banks have also been revised, and the differentiation between branches of recognised banks under the United Kingdom Act, 1979, their subsidiaries and other deposit takers has been

1-7-

#### Fast, efficient and diverse

telecommunications are vital to an off-shore business community. Guernsey Telecoms keep abreast with the rapidly-advancing technology in order to provide the very best of telecommunications facilities. Our range of equipment and services is tailored to meet the ever-increasing demand for voice and data communications from modern businesses with international requirements, operating in an island environment.

To find out what we can do for you, please contact our Technical Marketing Department at the Telecom Centre, Upland Road, St Peter Port.



## Clean image a crucial attraction to business

resources for local staff.

As Bill Noble, chairman of

up in Guernsey.

#### Fund Management BARRY RILEY

THE CHANNEL ISLANDS have come a long way in a short time in the offshore fund busi-ness, which began in the ness, which began in the mid-1960s and only really took off in the late 1970s. Today, some £2.5bn is managed on Jersey alone, and the industry has become extensive enough to spawn the Jersey Fund Managers Association with 37

At one stage this growth was driven by the tax and other advantages of CI funds com-pared with UK funds, a trend member firms. which culminated in the mushwhich culminated in the mushcoom growth of roll-up currency
funds, but this phase is now
over. Offshore funds have little
special appeal for UK residents
at present, although some CI
managers hope that political
nervousness as the next general
election grows nearer may
recount some funk money to prompt some funk money to leave the mainland.

Most of the funds' business is now with a spread of inter-national clients, and in practice probably very largely with the UK expatriate market, with salesmen frequently embarking on trips to well-heeled retirement resort areas like the Costa del Sol. And there is, of course, considerable wealth on the Channel Islands themselves.

The Channel Islands have developed a clean image, and this is a crucial factor in their being able to attract money against the competition of rivals in the Caribbean and elsewhere -although they have still not made a great impact on the Continental or North American

Fund managers on the islands exude a comfortable prosperity these days, helped by the good new business levels coupled with the very limited growth of local competition though Guernsey is a little easier to enter than Jersey for

incoming firms. Until now, a strict policy of allowing in only highly reputable fund management companies has been the main regulatory mechanism for the islands in the offshore fund sector. Officials admit that the legal framework is not really adequate to cope with the fund management industry at its present stage of development, and the islands have relied on the willingness of reputable operators to follow unwritten

rules.

But this has scarcely been a satisfactory basis for long-term security, especially as the UK has been developing a new framework of law for the financial services sector. The Channel Telands are nervous about get-Islands are nervous about get-ting too far out of line with the mainland, and Jersey, for instance, is preparing a new Collective Investment Undertakings Law, which will supplant the existing Control of Borrowings legislation in the mutual fund sector.

This legislation will be finalised after the introduction of the UK Financial Services Bill, and should become law in

The aim is that this degree of regulation will underpin the reputation of the Channel Islands without interfering with the appeal for investors of the offshore characteristics such as

confidentiality and freedom from the menace of the main-land tax man, notably in respect of Capital Transfer Tax as far as UK expatriats are concerned. So the future of the offshore fund industry seems bright, marred only by the general physical constraints on expansion, with office space tight, and

Jersey in particular affected by a clampdown on immigration. The advantages are neatly set out by Mr Alistair Laurie, who has recently moved to Jersey to head up Save and Prosper's £350m operation on the island. S and P has closed its Bermuda office, and is now concentrating on Jersey as an economically

and politically stable base.

"We monitor very closely the opportunities in other centres," says Mr Laurie. "Jersey has a more sophisticated control set-up than many other financial centres. It has an enviable track record."

#### Grey area

Guernsey, meanwhile, where funds manage an estimated filbn of investments, moved last year to make the island more attractive to the offshore industry. Previously funds were industry. Previously funds were liable to be treated as local businesses trading in securities—and thus subject to 20 per cent income tax—a "grey area" which forced many to play safe by setting up local corporation tax companies (while registered in the island, these are controlled from outside and only pay a flat rate of \$300 corporation. pay a flat rate of £300 corporation tax each year).

Following consultation between the finance industry and the authorities a new tax exempt status was created to help avoid this cumbersome procedure. Funds have to pay a fee of £1,000 to £1,300 each year — but most agree it is a small price for the extra convenience.

convenience.
One of the biggest groups on Guernsey is N. M. Rothschild Asset Management (CI). Its biggest fund Old Court International Reserves, an international money market fund, was hit by the UK's anti-roll up legislation in 1983 when assets topped. Silm International topped \$1bn, International Reserves nevertheless continues to prosper at \$390m, offers shares in 14 different currencies, and has thousands of unit-

## Looking for a new offshore base? **Discover**

Alderney may be small but it enjoys the same facilities, the same excellent communications, and the same tax structures as its larger sister Channel Islands. Unlike them, there are no

house purchase restrictions, and the lack of red tape makes it ideal for the smaller business. To learn more, contact Norman Laws.

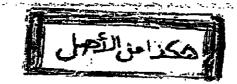
Dept. FD, States of Alderney, Channel Islands. Telephone 0481 822610. Telex 4191413.



A question of balance.



**TSB Channel** Islands has been established for over 160 years and offers a full range of banking and financial services for the British Expatriate.



#### Channel Islands 3



Craig Alexander runs Aurigny Air Services, one of a network of services connecting the islands

## Computers aid expansion

#### Infrastructure TIM DICKSON

ar is no

GONE ARE the days when Jersey and Guernsey offered in-coming business little more than a few well-practised fitters of brass nameplaces. Notwithstand-

ing the shortage of skilled labour and the pressures in the housing market, the authorities are proud of the infrastructure. They claim that few low-tax areas can match the range of internationally renowned banks and accountancy practices, legal

firms, telecommunications, sea and air communications and hotels and restaurants. The legal profession in the two main islands consists principally of locally qualified advo-cates. They combine the func-tions of solicitor and barrister and are trained in local law and are trained in local law—mainly common law evolved from Norman customs and practices—and in English law. English solicitors are only permitted to deal with international

d diverse

+. \* :. \*:

ំណែល ខេត្តប៉

S. 1. 7 - 7

Many of the world's big accountancy practices have offices in Jersey, including Arthur Young McClelland Moores, Deloitte Baskins and

administration and trusteeship. Financial services include islands are cut off by a sea banks, stockbrokers, insurance mist." companies (notably on Guern-sey), property consultants estate agents, money brokers, commodity brokers and fund

management groups. Given the immigration rules, the growth in banking and other financial business has been sus-tained largely by the introduction of computer technology and modern banking systems. This has helped spawn com-panies with international names which have developed packages with the offshore customer in mind.

Mr John Hare, managing director of Guernsey systems house Datalink explains that "a system which operates here must be seen to be separate from a system run by the parent bank.

." Although modern telecommunications makes it feasible to operate a system which is linked into a mainframe in London, customers have chosen to keep their funds in Guernsey or Jersey; they would not like to think that details of their economic were being processed. in London.

He says a local presence on the islands is important.

and company incorporation having essential support staff newspapers are available on the work to share registration, trust stuck at an airport on the wrong day of publication.

administration and trusteeship, side of the Channel when the Thanks to the islands' import-

Weather permitting, islands are reasonably accesslible, with regular flights 10
London's Heathrow and Gatwick
airports, to Paris and to other

The Longueville Manor on airports, to Paris and to other centres on the UK and French mainlands. In summer there are direct flights to Amsterdam standard of cuisine. There are regular car ferries from Portsregular car terries from Ports-mouth and Weymouth in England and a similar service and hydrofoil to St Malo.

Helier and St Peter Port are being enlarged through reclama-

In June Jersey's parliament approved a £15m plan to extend the port of St Helier by re-claiming nine acres west of the harbour. The first phase has been completed of a £15.5m scheme to reclaim 30 acres north of St Peter Port to provide parking for more than 1,000 cars, a roundabout to reduce them general treffic congression. duce town centre traffic conges-tion, a marshalling area for container and ro-ro freight and a marina for 800 boats. Telecommunications links

in London."

He says a local presence on the islands is important.

"Although the mainland is centres and some firms have Sells, and Coopers & Lybrand—

"Although the mainland is centres and some firms have and they provide a range of less than an hour's flight away, facsimile equipment for transservices from accounting, audit it's no use in an emergency mission of documents. British

Thanks to the islands' importance as tourist centres, both Jersey and Guernsey have a wide range of accommodation, from guest houses at a few

regular car ferries from Portsnouth and Weymouth in
England and a similar service
and hydrofoil to St Malo.

The harbour capitals of St

a lake.

The islands' bankers and accountants say they have never been busier handling the flow of new work. But they find time to sample the wide variety of high-class restaurants in both conitals

There are, of course, prob-lems besides those of the labour and housing markets. Residents complain that traffic jams are a perennial hazard on the hun-dreds of miles of tiny roads which cross the islands. In the summer, tourists and their hire cars are to blame; in the winter the authorities do the repairs and create numerous diversions.

One special bonus, however for visitors is that coin-operated phones still accept 5p rather than the 10p on the mainland UK.

## SHEPPARDS AND CHASE CONTINUE TO OFFER IMPROVED

SERVICES IN JERSEY AND GUERNSEY

Investors, institutional and individual, resident and non-resident, are benefitting from our comprehensive stockbroking services. They include:

Portfolio management

Advice and dealing in all major equity and fixed interest markets

Offshore unit trust selection

Regular valuations and reviews of local portfolios

**Traded options** 

Sheppards and Chase (Channel Islands) Eurobonds Limited, the first local Eurobond company, now has BAII computerised bond research installed in Jersey and Guernsey. Fully trained local teams are working in both offices giving the best advice and price service.

We have over ten years' experience in Jersey and five in Guernsey serving investors.

We can help you. Please contact us now:

James M. Colbeck-Welch Resident Member PO Box 177 12 Esplanade St Helier, Jersey Tel: (0534) 76222.

Stephen J. Trowbridge Resident Member Suite 3/4E, Hirzel Court St Peter Port Guernsey Tel: (0481) 28950.

## Mass defection causes waves

#### Stockbroking TIM DICKSON

STOCKBROKER barely cause a ripple in the rough and tumble of the City of London these days. But when virtually all the partners and staff of one firm in a small community like the Channel Islands suddenly switch allegiance to a major rival, the local fallout is widely felt.

The announcement in August that Mr Alan Corbin and his that Mr Alan

34-strong team at Sheppal
and Chase had resigned to join
James Capel has been the biggest talking point in Jersey and
Guernsey stockbroking circles
this year. The decision was
prompted by an agreement in
April that Banque Arabe et
Internationale d'Investissement
(BAII) will acquire full consheppards when Stock

"We wanted to be with one
of the largest and strongest

The drama, in a part of the world noted for the informality

of relationships, has unfolded in an unchracteristically charged atmosphere. There is conside-rable had feeling on all sides and local sympathy for what many see as the injured party. The States of Jersey Finance and Economic committee was annoyed by the way things were handled and only reluctantly allowed Capel to find office space for its new recruits, stresing that the incident should not

be seen as a precedent for fur-ther musical chairs.

of next year's Big Bang are City revolution, and we feel we Matthews and increasingly affecting the have achieved our aim by join-lies in tapping lies in tapping ing James Capel."

About 14 stockbroking firms are represented in Jersey—all

linked to London or provincial and providing a dealing and UK firms except Le Masurier advisory service for the hordes James & Chinn. Besides Capel and Sheppards (which has recruited new staff and assured customers that it is committed to staying) these include Phillips and Drew, Laing and Cruick-islands are now "over-brokered" and the changes of the change shank, Laurie Milibank and Hoare Govett,

advisory service, obtained a prized stockbroking licence on both islands earlier this year by taking over the other long established local broker Trevor Matthews and Carey. Other Guernsey firms include Ash-worth Sons and Barnett, Buck-

master and Moore and the recently arrived T. C. Coone.
London stockbrokers are primarily using Jersey and Guernsey as bases for international business. Wealthy local resident provide an imlocal residents provide an important source of clients for some firms, notably Trevor

James & Chinn, But expansion lies in tapping the expanding expatriate market, both through managing individual portfolios of banks, trust companies, unit

islands are now "over-brokered" and the chances of Hoare Govett.

Hoare, previously restricted in Jersey or Guernsey would to promoting its unit trust advisory service, obtained a healthy enough for those with established operations but ex-pansion-minded firms must rely on further investments in technology and the training and recruitment of local staff. The immigration rules and the exodus of many of the most capable school leavers leaves a serious gap in middle manage-

An intriguing and un-answered question is how the authorities will react if banks like Barclays and Morgan Grenfell are tempted to set up local offices for their newly stock

broking subsidiaries.
"The overcrowding is bad enough," comments one stockbroker "but if Barclays, as one of the biggest banks and employers wanted to bring in De Zoetes, could the authorities say

#### Research

The only local firm not to have been brought to the altar by a big financial conglomerate Le Masurier James & Chinn, appears to be in a strong partners of the many states that somebody could always make an offer he and his partners could not refuse, "Le Mas" is determined to remain

Mr Falla admits that the big London firms have the edge in terms of in-house research. "We have to form our own opinions." But he maintains the firm's independence is an important

"A lot of overseas investors are concerned that their affairs may appear on a computer in the UK and we are able to assure them that they will not in our office.

"Much of our business is dependent on institutions, but we have had every indication that these clients will continue to support us after the Big Bang, even though we will not be market-makers."

Such confidence in an independent future is a contrast to he earlier apprehension of Mr Tim Tilden Smith, a Guernsey partner in Trevor Matthews. "We have a very nice business but if we had not gone in with a large international firm like Hoare Govett we might not have been saying that in two years,"

## **BANKAMERICA** TRUST COMPANY

(part of the Bank of America Private Banking network)

\*Management of companies

\*Trust administration incorporated in Jersey and

elsewhere \*Investment management

\* Multicurrency fiduciary deposit management

\*U.S. real estate

\*Custodial services

\*Unit trust and mutual fund trusteeship

\*Pension fund trusteeship

General banking services are also provided to Private Banking customers by the Bank of America, Jersey Branch.

INTERNATIONAL TRUST OFFICES: Bahamas, Cayman Islands, Hong Kong, Jersey.

PRIVATE BANKING AND INTERNATIONAL INVESTMENT SERVICE OFFICES: Bahrain, Geneva, Flong Kong, Jersey, London, Luxembourg, Singapore, Zurich and throughout the United States.

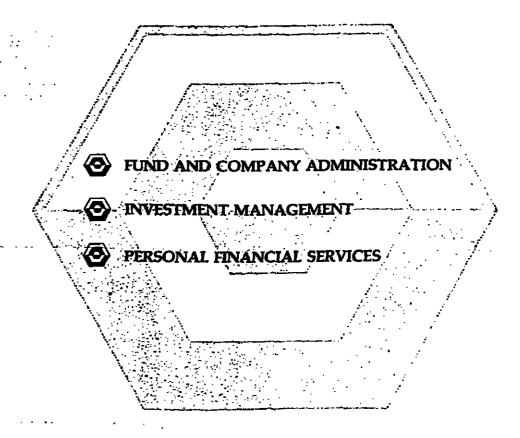
BankAmerica Trust Company (Jersey) Limited P.O. Box 120, Union House, Union Street, St. Helier, Jersey, Channel Islands. Tel: (0534) 74431 Telex: 4192017 (BATERL-G)



## An exceptional range of international financial services.

Save & Prosper International provides an unrivalled standard of expertise through a comprehensive range of financial and investment services to companies and to individuals.

Based in Jersey, Save & Prosper International benefits from the numerous advantages of a well regulated offshore finance environment.



Full details are obtainable from Save & Prosper International, P.O. Box 73, 45 La Motte Street, St. Helier, Jersey. Telephone Jersey (0634) 73933 Telex 4192226 SAVPROG Facsimile Jersey (0534) 74576







Exxtor International Limited is the parent company of a worldwide, diversified group with interests covering aviation; offshore supply; industries and other investments. The principal activities in the Channel Islands are Aurigny Air Services Limited, the popular inter-island airline and Le Tricoteur & Company Limited, the largest producer of Guernsey knitwear.

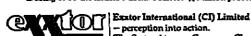
#### LeTricoteur

The Le Tricoteur Guernsey is one of the few classical knitwear designs that has remained successfully unchariged for centuries and is continually in demand throughout the world. Guernseys by Le Tricoteur have now been chosen as exclusive knitwear for th

#### crew of the British Challenge for the 1987 America's Cup. **S** AURIGNY

'AIR SERVICES Aurigny is one of Britain's busiest airlines operating the day long, inter-island service with an ever increasing demand from the business sector. Aurigny also fly from the UK (Southampton and Bournemouth) to Alderney and from the Islands into France (Cherbourg & Dinard).

During 1985 the airline will have carried 1/4 million passengers.

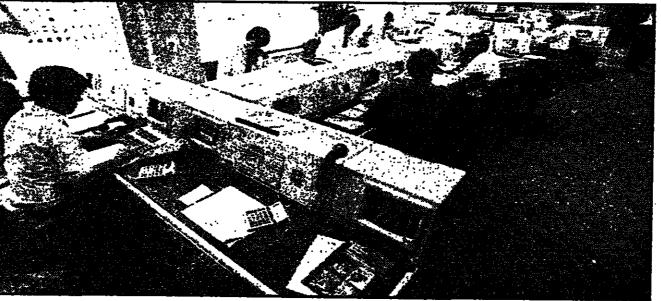


The States Airport, Guernsey, Channel Islands. Tel (0481) 35675 and at 10/11 Gross Tel 01 235 0341 or Place, London SE1.

> Jackson. FOX

Tac'4: on Fox specialises in providing a personal service to the locally based business community and to the offshore investor, either directly or through his professional advisers.

associated Norlands with Jeffreys Henry International P.O. Box 264 Idnion House, Union Street, St. Velier, Jersey, Chamael Islands Telephone 0534-2352. Telex 4192040 Worthy G. Facsimale 0534-74578





Financial business like the Allied Irish Bank dealing room (left) is expanding. Colin Powell (above), Jersey's economic adviser has warned about relationships with government.

## Business expansion strains traditions

advisory and finance committee, Conseiller Roydon Falla, announcing plans for greater co-ordination, said: "One of the difficulties of our committee system is that, although it can cope with domestic matters, it is less able to deal with external matters "—clearly referring, in the context, to overall manage-ment of the economy.

These warnings touch on the aspect of the islands' administrative systems that has pre-viously been held up as a strength, rather than a weak-ness—fhe absence of any "government" in the sense of a central policy-making body. The islands are run by par-

liamentary committees in a way more akin to UK local authori-



Tom Walker, president of the Jersey Board of Trade and a partner in Falle Marketing, in front of his company's operation at Trinity

## Surge of international interest

in 1982 with the Arbitration usual.
(Guernsey) Law, an intelligent and Gamalgam of the English Arbito sup amaigam of the English Arbitration Acts 1950 to 1979. Jersey, unusually lagging behind
Guernsey has produced a draft
law with similar English
origins, and it is hoped that
the Channel Islands will have
a virtually uniform system of

COMMERCIAL arbitration has Given that the Bailiwicks of imports the contracting out probeen practised in the Channel Jersey and Guernsey have visions of section three of the Islands for centraties but respected statutory regulation only this uniformity will be unevaluation of "special categories" arbitration. It has evolved to the development of tax-effective ways of using the low-tax regimes in international arbitration. It has evolved to the development of tax-effective ways of using the low-tax regimes in international arbitration. It has evolved to the development of tax-effective ways of using the low-tax regimes in international arbitration. It has evolved to the development of tax-effective ways of using the low-tax regimes in international arbitration. It has evolved to the development of tax-effective ways of using the low-tax regimes in international arbitration. It has evolved to the development of tax-effective ways of using the low-tax regimes in international arbitration. It has evolved to the development of tax-effective ways of using the low-tax regimes in international arbitration. It has evolved to the development of tax-effective ways of using the low-tax regimes in international arbitration. It has evolved to the development of tax-effective ways of using the low-tax regimes in international arbitration. this uniformity will be un-usual. The Bailiffs of Jersey and Guernsey have also united to support the development of arbitration.

There are two main reasons for the surge of interest in arbi-tration. First, increasing pressure on the limited resources of the Royal Courts in Jersey and Guernsey makes the alternative offered by private arbitration a valuable safety valve.

Secondly, and of more com-mercial significance, the great arbitration laws by the end of

potential of the attractive and neutral, low-tax Channel Islands for big international arbitrations has attracted considerable interest throughout Western Europe and North America. The 700-year-old political and

legal stability of the islands and the cosmopolitan sophistication and professional expertise de-veloped over many years of growth as major international

Arbitration

P. W. D. REDMOND

financial centres, give them suitable infrastructures and experience for handling substan-tial international arbitrations. Also the underlying legal system in both islands is Norman-French which has a considerable appeal to continental law-yers, since it provides a more familiar environment than English common law.

However, the arbitration law

in Guernsey (which the Jersey law will closely resemble) is derived directly from the well-tried English arbitration statutes. Any commercial dis-pute 1s arbitrable, there are few mandatory provisions, and the arbitration agreement is para-mount in setting the terms of reference of the dispute. Whether a contract is made in Guernsey or elsewhere, the parties are generally free to chose place of arbitration and the substantive law and proce-

dural rules.

The Guernsey Royal Court the Guernsey Royal Court has the same supportive and suppletive functions as the High Court under English law. Appeal is allowed only with the consent of all parties or with leave of the court where there is a question of law substanis a question of law substan-tially affecting the rights of one or more of the parties to the

arbitration agreement.
The ability, most important in international arbitrations. in international arbitrations, formation between international for parties to "contract out" of centres.

any right of appeal to the Guernsey Court was not included in the original enactment. An addition to the law centre has devoted intensive

several packages that are attracting interest among big of contract contained in section four of the English statute). law firms on both sides of the

Atlantic.

Even at the most superficial level the absence of VAT in the islands can effect considerable

savings on costs to disputants in international arbitrations. But

this is merely the tip of the iceberg with regard to the potential tax-savings available for disputants, arbitrators and

\*C.I. Arbitration Centre, PO Box 203, St. Peter Port, Guern-sey. (Tel. 0481 21896. Telex 4191500 INPROD G.)

P. W. D. Redmond is a barris-

ter, and chairman of the C.I. Arbitration Centre.

International disputants can the Guernsey Court's powers without committing themselves to appeal obliga-

The Norman-French legal system in the islands does not embody the English doctrine of precedent, so that the courts are not bound by the 1,200 or so English case decisions on arbitration. Given the island courts' adherence to freedom of contract, it is unlikely that the local courts will interfere in arbitration to the level criticised in the English system.

Guernsey subscribes to the TIN New York Convention (1958) on the recognition and enforce-ment of foreign arbitral awards, so Guernsey awards posses full international enforceability. It is anticipated that Jersey will also accede to the Convention during 1986.

Much of the upsurge of interest in arbitration in the terest in arbitration in the islands can be ascribed to the activities of an energetic branch of the Chartered Institute of Arbitrators, which includes experienced international arbitrators and QCs, as well as several members of the American Arbitration Association's commercial panel.

In 1984 the islands were re-presented at the final working party of the UN Commission on International Trade Law (Uncitral), drafting the new model law on international arbitra-tions. But the islands will probably wait to see how many European nations adopt the law before deciding their policy.

policy.

A privately funded arbitration centre\* was launched in Guernsey in 1984 and has attracted international interest. The centre has established panels of international arbitrators and advisors including some of the most eminent practitioners in Europe, such as Mr Cedric Barclay, Mr Norman Royce (UK), Mr Pierre Lalive (Switzerland), Mr Ottoarndt Glossner (FDR), Mr J. L. Delvolve (France) and Mr R Mauro-Sammartano (Italy).

Mauro-Sammartano (Italy).

The centre has taken part in discussions initiated by the Chartered Institute of Arbitrators between Western European national representatives on establishing an association of international arbitration centres. This is aimed at improving co-operation and exchange of in-formation between international



Hordy & Le Overne Limited ... P.O. BOX 285. JERSEY TEL: 0534-75799 TELEX: 4192406

ROLEX

Visiting Jersey? Choose a Rolex watch or a

fine piece of jewellery from Hettich at VAT free prices. You will find expert

advice and personal attention.

JEWELLERS ONE KING STREET JERSEY TELEPHONE: 0534 34491

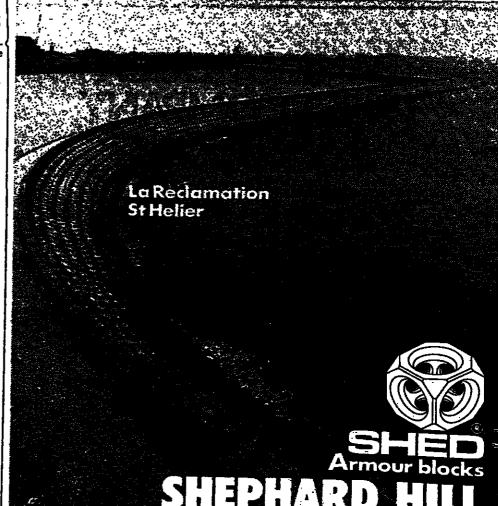
REGISTRATION AND CORPORATE OWNERSHIP IN THE CHANNEL ISLANDS

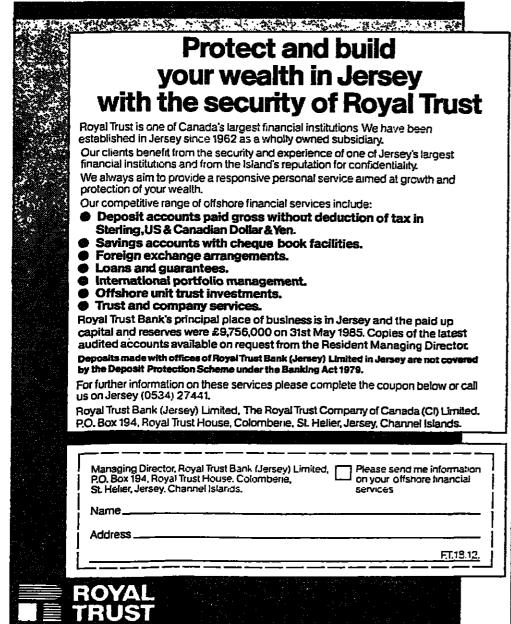
#### Channel Islands We charge nothing for getting you up to 10% off

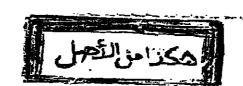
Save up to 30%, or even more, on your next visit to the Channel Islands. With your own choice of hotel and flights from London or your local airport. Use our helpful service for creating fully inclusive trips to the C.I.

Ring Jersey (0534) 45571 or Guernsey (0481) 35471.

**FLIGHT** AND ROOM SERVICE OSL Channel Islands Travel Service Ltd.







. ...

#### Channel Islands 5



Technicians testing equipment at the Tektronix plant in La Villiaze, Guernsey, part of the electronics industry settling in the islands

## Legislation seen as key to protection of good name

Law Reform TIM DICKSON

THE ISLAND will need to guard against the danger that, as the UK and other countries tighten their controls, business will seek centres with less 

erse

"As Guernscy's reputation as a financial centre of repute becomes more widely known, so the island attracts less desirable elements wishing to trade on its good name . . . legislation is required to prevent undesirable businesses establishing here, and properly to regulate those businesses which are already established." 1985 Economic

Report for Guernsey.

As these two passages illustrate, Jersey and Guernsey protect nothing quite so jealously as their image in the outside world. Both islands economies are heavily depen-dent on income from the finance sector and a mere whiff of scandal could quickly drive

away profitable business.

As the Jersey economic report drily observed: "Any failure to maintain adequate standards and generally sustain a high reputation as an international finance centre can be expected to pose a much greater threat to the future of the industry than likely changes in the fiscal or monetary climate of the UK or other countries..."

Jersey and Guernsey have consciously built up their reputations by carefully vetting new financial groupings and accepting only the cream of the world's banking institutions (the idea being that they have their

own worldwide standing to cerning consider and will thus behave required

But the increasing size and sophistication of the financial community, and the need to keep an eye on accountants, solicitors, company admini-strators, and insurance brokers, has led to a new preoccupation with improvements in commercial legislation.

Paradoxically, perhaps, the islands are as keen as ever to preserve a strong measure of corporate and personal freedom

key attractions for business people and investors alike.

All businesses in Jersey not trading under their own name have to obtain a registration certificate from the Commercial Relations Department and all new businesses intending to occupy premises or to employ local staff have to get permis-Control of Regulation of Under-takings and Development (Jersey) Law. Since 1976 the Guernsey authorities have exercised control over company formation—and banks and deposit takers have had to register under the Depositors and Investors legislation—but many businesses escape notice by setting up as sole traders or partnerships. For this reason, Guernsey is currently consider-ing introducing more wide ranging legislation on the lines of the Jersey statute.

Company law in the islands is naturally less restrictive than in the UK. With the exception of registered deposit-taking institutions, audits are not com-pulsory in Jersey, while com-panies incorporated in the Channel Islands are not required to file accounts with the authorities (and are thus not available for public inspection). Information con-

cerning directors is not • The third area is company required in the annual return law, though changes here are to the authorities in Jersey but not expected before the end of the names and addresses of next year at the earliest. A directors must be disclosed on draft for the committee has the annual return in Guernsey.

The greater pace of legislative activity on Jersey is Herbert Smith but is currently

ness Law, and (this year) amendments to the 1958 Control of Borrowing legislation. Main areas

There are currently three main areas where significant changes are planned for the future.

● The Island's Finance and Economic Committee is cur-rently considering responses to its draft Insolvency law, which for the first time will put into ples based on previous court decisions. Praising the quality of the views expressed, Mr Richard Syvret, Jersey's comofficer. mercial relations explains that the system of cor sultation with professional bodies "works very well." The draft for a proposed

Collective Investment Funds law has also been circulated to interested parties and is expected to go to the States some time in the New Year. The aim is to establish a purpose made law for the growing number of unit trusts and other mutual funds and to give greater powers of authorisation and control to the Finance and Economic Committee. The new statute is important in the context of the UK's Financial Services Bill, which will set

The greater pace of legislasenior partner of solicitors,
tive activity on Jersey is
illustrated by the 1984 Trusts
Law, the 1983 Security Interests
Law, the 1983 Insurance Busisultation. It draws heavily on sultation. It draws heavily on UK company law — though it is intended to be much simple and represents a major exercise for the island since it will affect not just local businesses but most sections of the financial community, including those companies incorporated in Jersey but which trade or bold many of their investmen

overseas. widely agreed to be overduethe established company law dates back to 1861 and the last redeemable preference shares and class rights) wer made as far back as 1968.

Guernsey, meanwhile, is also aware of the implications of the Financial Services Bill and is considering some form of new legislation for collective investment schemes in 1986. Improvements are also likely to company law, a consultative document on licensing for trust companies has been prepared and a new framework for in-

solvency is expected before

The most significant new development, however — in view of Guernsey's growing reputation as an offshore insurance centre — is likely to be the forthcoming Insurance Business Law. It will affect the whole range of insurance activies on the island, includdown standards of supervision activies on the island, including other countries where funds ing captives, reinsurance, and based there wish to market life and general insurance their products in the UK.

## Well-directed



Financing international trade is rather like cross-country skiing. However daunting the obstacles, you must achieve your goal in the fastest possible time, by the most direct route. When the going gets rough, knowhow and experience can help.

That's why HongkongBank can make

HongkongBank has more than a century of experience in financing trade and nerce around the world.

In that time we've learned that trading conditions change as countries change, as

the world changes. And businessmen need an international bank versatile and agile enough to adjust to these changes. With more than 1,200 offices in 55 countries, HongkongBank can offer you international banking expertise on an unparalleled scale.

For all enquiries, please contact Christopher Langley, Senior Manager, HongkongBank Jersey Branch, HongkongBank Building, Grenville Street, St Helier, Jersey, Channel Islands; or our London Office, 99 Bishopsgate, London EC2P 2LA.



Caunda - The British Bank of the A Hong Seng Bank Limsted - Wardi Hongkung Bank Limsted Fast decisions. Worldwide.

## Vigilant watch on the back door

#### **Customs & Excise**

A COMMITTEE or Westminster MPs returned from a visit to Guernsey and Jersey this summer reassured that the islands were not, as has been suggested, a weak link in Britain's defences against drug smuggling.

After learning about the customs and immigration services and the extent to which they worked with UK and Continental counterparts, Sir Edward Gardner, chairman of the committee, said the Channel Islands would not be an traffickers.

Since then Guernsey customs has seized 500 kilos of cannabis has seized boo kines of the from a London-registered yacht arriving from Spain at St Peter Port harbour. A few years ago nearly 1,500 kines of camabia, \$2.25m worth an estimated £2.25m, were seized in Guernsey from a

EXCISE

EDWARD OWEN

A COMMITTEE of Westminster
MPs returned from a visit to
Guernsey and Jersey this
summer reassured that the
islands were not, as has been
suggested, a weak link in
Rritain's defences against drug

The customs and immigration
control in the islands often
surprises visitors, who perhaps
expect "tax havens" to have a
more cassual approach. They
may not approach. They
may not approach that the
islands are frontier posts both
of the EEC and the British common travel area. Imports can
circulate freely within the Community, and visitors to the
islands often
surprises visitors, who perhaps
expect "tax havens" to have a
more cassual approach. They
may not approach that the
islands often
surprises visitors, who perhaps
expect "tax havens" to have a
more cassual approach. They
may not approach that the
islands are frontier posts both
of the EEC and the British common travel area. Imports can
islands have effectively entered
Britain. Britain.

While the Channel Islands are exempted from many provisions of EEC membership, they are inside the Community for

But encouraged by local authorities who can then collect revenue, more shipments have been arriving either from out-side the Community or in tran-sit via the UK with duty payable locally.

yacht bound from Morocco to drugs and pornographic Holland. In both cases the haui material to arms and works of was due to vigilance, not a tip-off. art, because the islands could easily become a "back door"

The customs and immigration The Jersey Customs has 20 officers to watch the airport and St Helier and Gorey harbours. Jersey also has responsibility for the British Isles' most southerly customs post, on the Minquiers, between the island and France. The Immigration Department has 18 officers man-ning the ports.

Guernsey has a combined customs and immigration service, with a uniformed staff of 24 to cover the airport and St Peter Port harbour, In both islands incoming pas-

spirits or two litres of wine, abroad from Jersey.
plus two litres of table wine. The report concl

The same allowance is given by Britain and France to travel. lers from the Channel Islands, A watch has to be maintained because in return from being for smugglers of anything from exempt from VAT they are

for Customs purposes.

This has the advantage that Channel Islands residents can claim a VAT refund on goods bought in the UK or France.

The islands' responsibilities as guardians of the British common travel area were under-lined in reports published recently in Jersey and Guernsey on a British Government request for a contribution to the cost of representing the islands internationally.

#### Investigations

Jersey pointed out that its immigration department had to exercise "the greatest possible vigilance" to ensure that the are inside the Community for ked with UK and Concounterparts. Six counterparts, Six counterparts, Six counterparts, Six counterparts, Six regulations on tariffs, levies and import quotas.

The bulk of imports have would not be an usually already entered the EEC wholes for drug with the UK or the Continent, the like into the islands. In the like into the islands incoming passengers are subject to customs including UK arrivals island was not used as a back and import quotas.

Many visitors wrongly imagine that they can bring what they like into the islands. In they like into the islands. In the like into the islands incoming passengers are subject to customs including UK arrivals island was not used as a back and import quotas.

Many visitors wrongly imagine that they can bring what they like into the islands. In the like into the islands incoming passengers are subject to customs including UK arrivals island was not used as a back and import quotas.

Many visitors wrongly imagine that they can bring what they like into the islands. In the like into the islands incoming passengers are subject to customs including UK arrivals island was not used as a back and import quotas.

The bulk of imports have used in vertices that they can bring the like into the islands incoming passengers are subject to customs including UK arrivals including UK arrivals island was not used as a back door to the UK. It also had to make detailed investigations when local residents are used in the like into the islands incoming passengers are subject to customs in the island was not used as a back door to the UK arrivals in the island was not used as a back door to the UK arrivals in the island was not used as a back door to the UK arrivals in the island was not used as a back door to the UK arrivals in the island was not used as a back door to the UK arrivals in fact, the Customs allowance is vide consular and visa services only 200 cigarettes, a litre of for UK residents travelling

> The report concluded that apart from "identifiable expenditure" incurred by the UK on its behalf, the island was " identifiable apart already making sufficient con-tribution to the British Government's overseas services. Mr John de Faye, Jersey's

> mr John de Faye, Jersey's
> Chief Inspector of Immigration,
> considers himself to be
> responsible to the LieutenantGovernor, as the Queen's representative, and not to the States of Jersey. His department is part of the British immigration service, working in close daily liaison with the mainland side.
>
> He says: "The Channel Islands are carrying out a national responsibility, and it is my job to ensure that the measure of control is no less than that at Dover or Folkestone."



For Professional Banking Services, Foreign Exchange, Investment and Portfolio Management, Trust and Company Management, and of course unrivalled personal service.

Contact Andrew Jackson, Manager, New Business, Hill Samuel & Co. (Jersey) Ltd., 7 Bond Street, St. Helier, JERSEY, Channel Islands. Telephone: 0534 73244.

Deposits made with the offices of Hill Samuel & Co (Jersey) Ltd. in Jersey are not covered by the Deposit Protection Scheme under the Banking Act 1979.
Paid-up share capital and consolidated disclosed reserves exceeded £8.5m as at 31st March 1985. Audited accounts available on request.

R.Youngand Co.Ltd.

International Trust and Company Administration

and General Financial Services including:-

Company Formation either registered in the Channel Islands or any other country world-wide

ii) Financial Management iji) General Investment Advice

### Lloyds Bank in the Channel Islands.

For full details of our specialist financial services, please contact:-

Banking Jersey branch Manager: Arthur Le Ruez Deputy Manager:

Brian West Telephone: Jersey 73551 Guernsey branch

Manager: Keith Ruddy Telephone: Guernsey 25131

Short and long-term deposits Lloyds Bank Finance (Jersey) Limited Manager: Tom Prisk

Trust Services Lloyds Bank Trust Company (Channel Islands) Limited Manager: Jim Cooper Telephone: Jersey 27561

Lloyds Bank International (Guernsey) Limited General Manager: Alan Barber Telephone: Guernsey 26761

International Banking



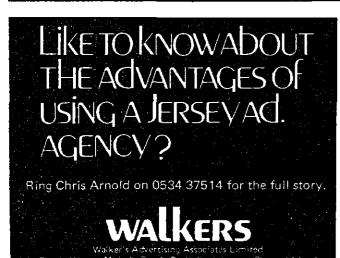
A THOROUGH BRED AMONGST BANKS.

"I keep six honest serving men (They taught me all I knew) Their names are What and Why and When And How and Where and Who." Rudyard Kipling



Stockbrokers & Investment Services in the Channel Islands.

**GUERNSEY** 7 The Pollet, St Peter Port. Tel (0481) 20152 2 Quennevais Precinct, St Brelade. Tel (0534) 44192



CONFIDENTIAL ADMINISTRATION OF OFFSHORE TRADING AND INVESTMENT COMPANIES

**BAYARD MANAGEMENT LIMITED** 

P.O. Box 392, St. Helier, Jersey, C.I.

Telephone: 0534-35385 - Telex: 4192498 CADMUS G

CODAN MANAGEMENTS (GUERNSEY) LIMITED

P.O. Box 265 St. Peter Port, Guernsey Telephone: (0481) 27429 Telex: 4191633 Managing Director: M. J. McCabe

A resident Guernsey company and a subsidiary of Conyers Dill and Pearman of Bermuda and Hong Kong offers expert advice and assistance in the formation and management of offshore companies in Bermuda and other jurisdictions and provides day to day management of such companies from Guernsey. In addition, the company offers expert advice in the establishment and administration of offshore trusts.

PROFILE: REDITRONICS

Industry

TIM DICKSON

manufacturing and services are healthy enough merely to sup-ply the local market and to pro-vide sufficient job opportunities

The 700 currently employed

in Jersey firms manufacturing for export has remained steady

in recent years—but the £22m of exports recorded in 1984 were lower in value than the

previous year's total. Courtaulds' local subsidiary was an

early victim of the recession and more recently RCA, one of

the biggest employers, closed its plant with the loss of signifi-

This year there has again been a substantial investment in a local factory manufacturing containers, and two international individual investors have demonstrated their confidence in the Jerusal leave time.

dence in the Jersey location by acquiring from Rediffusion its

well established public address and audio visual presentation

Channel island based manu-

face higher export costs than

expensive in terms of time and

money," observes one Jersey businessman who adds that the

Guernsey's Board of Trade

and Industry, however, is un-daunted by such difficulties and

has set out with a budget increased from £100,000 in 1982

are further constraints.

cant numbers of jobs.

islands.

based Reditronics—an elec-tronics concern with 100 em-ployees and annual sales close to £2m—was acquired for an undisclosed sum by the unlikely duo of Sir Jack Stewart-Clark, previously managing director in the UK both of Philips Electhe UK both of Philips Liectorical and its subsidiary Pye of Cambridge but now Euro MP for East Sussex, and Mr Arthur Kelly, president and chief operating officer of La Salle Steel Company of Chicago.

Steel Company of Chicago.

A third La dividual in the Mr and a music equipment of the company of Chicago.

tronics has a loyal and flexible workforce and Jersey's fiscal regime makes the island a com-petitive environment, but the challenge will be to increase volume, motivate the manage-ment, modernise the manufac-

Acting in their individual initially made music equipment capacities the two men, who for other companies within the forged a close working relation. Rediffusion Group. In the mid

JERSEY IS not noted as a centre of advanced manufacturing industry, and few companies located on the island change hands.

But in August, St. Heller

But in August, St. Heller

We are taking a significant area where Reditronics has the business up for sale.

"We are taking a significant area where Reditronics has risk," admits Sir Jack, "Redi- established a significant market share. The company's free listings or coin operated pre-recorded commentary sets, for example, are sold to zoos, exhibitions, museums and cathedrals throughout Europe.

Challenge will be to lift output

However, Rediffusion (itself part of BET) decided earlier Red this year that along with a number of other subsidiaries

A important part of the deal struck by Stewart-Clark and Kelly was that Rediffusion will

continue buying its music equipment from the Jersey company until next autumn.

"Rediffusion thought it might be able to buy its music equipment more cheaply from a third party so it put it out to tender," approach. But at Pye when I explains Sir Jack. "Keeping it with Reditronics was a condition of our purchase." As the new key to success was to have a proprietor points out, retaining this business beyond next year good managing director." company until next autumn.
"Rediffusion thought it might

will depend on producing to a high quality and meeting delivery times.

Although demand for the company's inverters has virtually disappeared Reditronics will continue to push its re-corded commentary and public address systems through association with Direct M

Reditronics will also be seeking more contract work - it already has experience of manu-facturing products on behalf of The parent company, for instance, has also disposed of its high street shops, its cable interests and its computer operations.

of a new product line—possibly in the instrumentation field— although project remains at a early stage.

Sir Jack, who makes a couple of visits to Jersey each month emphasises the importance of

## Jersey celebrates successful French connection

Energy EDWARD OWEN

IN EARLY May, when the Jersey Electricity Company was testing its new cable link with France, three power failures within a few days caused alarm about the reliability of the

But by the time Admiral Sir William Pillar, the island's Lieutenant-Governor, officially inaugurated the interlink last month there were congratula-tions all round, especially for Mr Dick Wade, the electricity company's managing director who had steered through the £12,5m project.

In celebratory mood, the JEC laid on wines labelled Vin Electricité and with French cheeses and croissants for customers at The teething troubles, due to

The teething troubles, due to a telecommunications, not an interconnector fault, were almost forgotten and the JEC's 34,000 consumers were enjoying the benefits of the French connection in cheaper electricity. The normal tariff has been reduced by about 20 per cent from 7.2p to 5.8p per unit, and the company (in which the island government is principal shareholder) has been able to introduce for the first time an Economy 7 tariff with a night rate of 3.05p per unit.

The main purpose of the cable

The main purpose of the cable link, which took three years to plan and set up, was to reduce Jersey's total dependence on imported oil for generating electricity.

The alternative was to build a coal-fired power station. This was favoured by those who had

projecting 30 per cent, we tell him not to bother." Companies in the electronics sector, with A report by UK consulting engineers Merz & McLennan convinced local MPs in 1982 that tapping the French grid would be preferable to using coal, on economic and environmental

About 27 km of submarine cable have been laid between Archirondel on Jersey's east coast and Surville on the NorThe £6.5m contract to supply and lay the cable was carried out by Les Cables de Lyon, a French company, while the British Pirelli group was responsible for land installation work in Jersey, including laying 9 km of 90 kV cable.

The submarting cable mainly The submarine cable mainly rests on the seabed with only about 1 km at each end buried.

about 1 km at each end buried. The French have banned trawling, dredging and anchoring for 500 metres on either side. In the event of damage, the cable is oil-filled to prevent water reaching the core and to help divers to locate the break. During the summer the JEC took advantage of Electricité de France's low off-peak rates to draw all its supply—a load of up to 50 Mw—from that source, but at present the link is being the property of the link is being the property at pirit and on some used only at night and on some weekends. A daytime supply will be resumed next March and the proportion of French power will be gradually increased until no electricity is produced locally.

Meanwhile Guernsey, where electricity supply is the responsibility of a government board, is still dependent on oil for generating power. More than f6m was spent on heavy fuel

New tariff

Until recently Guernsey consumers were paying 11p per unit for the first 130 units and 7.4p thereafter. Halped by a fall in the price of oil, the electricity board has introduced a new tariff involving a standing charge of £8 per quarter for domestic users and £10 for commercial premises with all consumption charged at 6.9p

A study of Guernsey's future energy policy is being made by Ewbank Preece Power & dependent on a foreign undertaking and by conservationists who felt that taking French electricity would weaken Jersey's political position in the face of large nuclear developments on the nearby Cotentin Peninsula.

A second process of the strength of the consultants' first report, local MPs have authorised a £100,000 survey of a cable route to survey of a cable route about twice the distance of Jersey's line. The estimated cost at today's prices is £20m. The electricity board, which does not favour coal-firing for efficiency and environmental reasons, believes that taking power from the continent during the summer has become viable.

Much will depend on the marine survey to be carried out over the next two or three months by Gardline Survey of Great Yarmouth.



Guernsey specialities: knitwear produced by Le Tricoteur (left) and Fresia flowers ready for export from Le Bourg

The drinks are on them. Peter Whitfo:d and John King of Overseas Trading Corporation, which blends and packs tea for leading brand names

Dempster, the board's chief executive. "These include 20 per cent tax, not VAT, a 5.1 per cent social security contribution, no capital taxes, and a to the greater simplicity of its legal framework designed to maximise personal and corpor-ate freedom."

Seven new companies arrived in Guernsey during the first half of 1985 (bringing the total in the manufacturing sector to between 80 and 90), employ-ment is up 18 per cent at 2,500 (with a similar rate of increase anticipated for 1986), and over the past year two promotional facturers inevitably pay more visits to the US and five to the for their raw materials and UK have helped yield more than 1,000 initial enquiries from companies wishing to face higher export toss their mainland competitors. from companies wishing to their mainland competitors. from companies wishing their more about the island's facilities. (The authorities reckon that 1 per cent of these

may eventually make the

businessman who adds that the islands are not "natural locations" for manufacturing Compindustry. A shortage of land for expansion, high energy based costs, and the restrictions on immigration (and thus on the its dimportation of skilled labour) Africa, Companies to arrive this year include the New Hampshire based Nashua International. which has chosen Guernsey as its distribution centre for Africa, the Middle East, India and parts of Europe; Texmate, a California based manufacturer of digital meters; Synchro, a UK based business manufacturing security light fittings; and Channel Island Cream Liqueurs,

operation now has only 600 on its payroll.

Guernsey's recent push attract manufacturing— Dempster says initial marketing efforts were made as far back as 1975—was inspired by the decline in the island's horticulture sector in the early 1980s and the consequent need to find another leg to the economy besides tourism and finance.

Impressive overall growth since then, the success of the finance sector, and the virtual elimination of unemployment, mean job creation is less of a priority than finding companies which will generally benefit the economy. Nevertheless, the Board's aim is that manufacturing should employ 4,000 by

"Ideally we would like all these to come from the expansion of local firms, but the experience of the Islands shows that outside skills are needed in every sector," observes Demoster.

"Obviously there is no point

in the electronics sector, with low water and energy requirements, are thought particularly suitable but there are companies exporting high cost beds to the UK, a printer with the largest machine in Europe for making mail order envelopes, and a pharmaceutical manu-Significantly, both Jersey and

Guernsey have set up enter-prise agencies in the past year to advise new and established that at La Haye du Puits. president of the Jersey Chamber of Commerce, was a prime Venture which officially opened its doors in September.

a company should survive quite

happily. If a businessman is

Finance has been provided entirely by the private sector —24 firms have agreed to give £500 each for three years and already — more than 50 counselling sessions have been held. Walker says the Venture was started in response to the rising number of small local firms which were needlessly going into liquidation.

The Guernsey enterprise agency, which was set up with the help of £8,000 from the to £335,000 this year to tell the which was set up by a local "Obviously there is no point the help of £8,000 from the world about the attractions of resident in conjunction with the in making large, fluffy blocks States, has been operating for its 24 square miles. "We offer States Dairy. The largest and no special inducements — just most firmy established Guern-reckon that if freight costs are have helped a handful of new the island's life," explains John sey company is Tektronix, a 2-3 per cent of total overheads, businesses get off the ground.

BY TIM DICKSON

#### THINKING OF INVESTING?

If you've ever had to wade through reams of facts and figures, or been blinded with science by fast-talking investment "consultants," you'll find our approach refreshingly down to earth\_

Here at Buckmaster & Moore a progressive firm of stockbrokers, with over 80 years' experience in the complex field of investment management we believe that information should be readily accessible and easily understood.

No matter what your priority - be it tax reduction, capital appreciation or simply security - we can handle it rapidly, efficiently and courteously.

FOR A CLEARER PICTURE COME TO

BUCKMASTER & MOORE

Buckmaster & Moore 28A Commercial Arcade, MEMBERS OF THE STOCK EXCHANCE SINCE 1925 Affiliated to Credit Suisse Cale

St. Peter Port, Telephone 0481-710441

1.

#### INSURANCE MANAGEMENT SERVICES

For professional Management Services to Offshore Insurance and Reinsurance Companies

HOGG ROBINSON (GUERNSEY) LIMITED Provident House, Havilland Street

Tel: 0481 26049 Telex: 4191132 \*(Part of Hogg Robinson Group PLC --- International Insurance and Reinsurance Intermediaries)

OFFSHORE COMPANIES

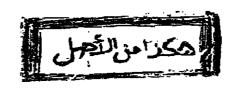
WORLDWIDE Including UK

BEARER SHARES - POWERS OF ATTORNEY - BANK ACCOUNTS OPENED - MAILING, TELEPHONE, TELEX,

FAX — SECRETARIAL ACCOUNTING, INVOICING LONDON REPRESENTATIVE Aston Company Formation Limited

Tel: Douglas (0624) 26591 8, Victoria Street, Douglas, ISLE OF MAN Telex: 627691 SPIVA G

Four flights a day, the fast way, Gatwick-Guernsey. FOR RESERVATIONS AND INFORMATION TELEPHONE 01 440 7866, 01 441 0592, 0293 546571 © GUERNSEY AIRLINES

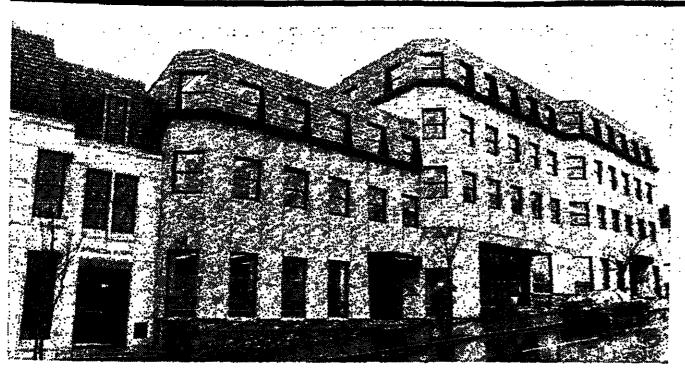


er te pag

rates \*

ection

#### Channel Islands 7





Finance groups are filling the "golden triangle" area of St Peter Port (left). In St Helier, a 115,000 sq. ft. devel

## Agents assess impact of

**Property** WILLA MURRAY

GUERNSEY estate agents are trying to assess the likely effects of far-reaching new controls that the island's Advisory and Finance Committee is to ask for

The proposed legislation will be similar to Jersey's Regula-tions of Undertakings and Development Law, introduced to apply for a licence.

12 years ago, which gives the Guernsey's finance president, island's Finance and Economics Mr Roydon Falla, announcing Committee wide powers over his committee's policy decision the introductoin of new busi- in November, explained that the

resisting ones.

The law is a "stop-go" tool for regulating the economy according to prevailing conditions. Some observers say that it confers, for a capitalist society, a remarkable degree of state control.

The law is a "stop-go" tool at which job opportunities were created because a high proportion of such jobs would have to be filled by immigration.

He said: "To apply stricter controls or work permits while doing nothing to limit the rate of business growth will simply it confers, for a capitalist society, a remarkable degree of state control.

Meanwhile, authorities want to tighten up overheating."

the law by giving the finance Over the past few years committee power to revoke Guernsey has seen something existing licences, and by requiring traders coming into the island even for only a few days streets to the north of St Peter

of business growth will simply generate different symptoms of Port are filling up so thick and fast with finance houses that

A plan reported to be in the pipeline to rebuild the 170-bed Royal Hotel as a 200-bed hotel with conference facilities, inthe area has been nicknamed "the golden triangle." The latest developments

there include Sarnia House (27,000 sq ft), occupied by Lloyds Bank International and the American group, Nashua International; Truchot House (10,000 sq ft) leased by the National Westminster Guernsey projects are snapped up before the foundations are even laid. And the demand is there, they say, for at least 50,000 sq ft more office space. Trust Co.; a 5,000 sq ft seafront site, occupied by Lazard Bros.;

All this activity on the business front has caused the number of houses available on Guernsey's "open market"—a pool of 1,800 properties that outsiders can buy without restrictions—to drop from 100 a year ago to about 30. This is the number that old-established agents Lovell and Partners have on their books, and they claim to have more than any. claim to have more than any

door swimming pool and squash courts, also incorporates office one else. accommodation—a new departure for the Channel Islands.

According to local estate

According to local properties not on the "open market" can be occupied only by those with residential quali-fications, or by licensed "essen-tial workers." virtually full, encourages invest-

Offices

Recently, middle management staff in the finance industry have been granted licences to occupy higher-rated properties on the local market costing from about £70,000. Signi

ending September 20, with 34 economy.

agents, leases of prime office properties selling for £100,000

each.
The largest-ever office development in the Channel Islands is now rising in St Helier on the site of the former Forum cinema in Granville Street. It comprises four five-storey blocks providing 115,000 sq ft of accommodation, together with underground car parking.

Chase Bank and Trust Co has taken one block as the new headquarters for its Jersey operation, Gothard and Trevor, the local sole agents, say that banks and finance houses have already reserved the other

The aim of Jersey's authorities is to restrict population growth to no more than 80,000 by 1995. One of the concerns is a shifting population conserva-tively put at 2,000 living in lodging houses — "a huge underground population not registered, and not paying tax," according to one island politi-

A strongly favoured remedy A strongly favoured remedy is that the housing committee should take over from the tourism authorities the control of lodging houses, where some room rents are said to be as high as £75 a week.

The island's policy on wealthy immigrants is to allow in up to 15 a year together.

from about £70,000. Significantly, perhaps, a local market property has lust changed hands for a record £250,000.

The average price for property sold in Guernsey during October was £44,583 per transaction, whereas in Jersey it was £86,000 for the four weeks about £2.5m annually to the arming Sentember 20 with .34

At Henderson, investment management is our area of specialisation. We have been looking after people's money for over fifty years and now have around £3 billion under management.

Our comprehensive range of offshore funds offers the full benefits of our worldwide investment expertise and experience to the international investor.

For details of the range of Henderson offshore funds, please complete the coupon below.

To: Henderson Administration Limited 26 Finsbury Square, London EC2A 1DA Tel: 01-638 5757

Dear Sirs, Please send me/us details of investments in the following:-North America Japan Smaller Natural Resources Companies **UK Gilts** Pacific Prime Residential Europe Property United Kingdom Portfolio Management 🔲 Yours faithfully Full Name Company Name

Postcode Telephone Number By signing this form you represent to the Managers that you are a person whose ordinary business it is to buy or sell shares or debentures, whether as principal or agent within the meaning of section 79(2) of the Companies Act 1995. This advertisement does not constitute an offer of (shares/units) in the Fund/Unit Trust). Application for (shares/units) may only be made on the basis of the current prospectus of (the Fund/Unit Trust) which contains full details about (the Fund/Unit Trust).

Henderson.

The Investment Managers

FT 18/12

## Spanners ready to leap in

Tourism ARTHUR SANDLES

THE Channel Islands faces the 1986 tourism season with some nervousness. Ferry service confusion and sluggishness in the British mainland market place this year were working enough. Now the islands face the impact of the holiday price war and a strengthened pound, which may make the Mediterranean relatively more attrac-

At the root of the problem is the way the islands look to the mainland, particularly the south of England, for the lion's share of tourism. More than three quarters of Jersey's staying tourists (as opposed to day-trippers) are from the mainland and a higher proportion of Guernsey's. When that market sneezes, the islands catch a cold. The sneeze in 1985, however, was not as bad as had been feared. Latest figures suggest that visits from Britain de-

season improved to 87 per cent enjoying a boom. The status of from 85 per cent in the summer Jersey as a financial centre of 1984, which in most resorts gives air services a considerwould indicate "house full."

So why the nerves about 1986? Although the UK tourism market is likely to undergo one of its cyclical upturns next summer, spanners look ready to leap into the works—like sterling's strength, the tour operator war and con-tinued problems with the ferry services. There was a swing to air travel in 1985.

Sealink's heavy losses on its south-west services -have sent the company into a flurry of reassessment. Experiments with failed. Now Sealink, while cut-ting fares, is plotting a one ship sun-liner on its Weymouth-Jersey-Guernsey run. As the first port of call, Guernsey finds this acceptable: Jersey does not. (Sealink also operates from (Sealink also operates from Portsmouth.)

Part of Sealink's problem has been the success of the Brittany Ferries-backed service, Channel Island Ferries, which has cut prices from Portsmouth and looks like stepping up opera-

clined but considerably less tions next summer.
than to some other destinations, including resorts within the UK.
been battling over a declining

The island has direct flights to some 30 UK airports, although some only at peak times. Jersey and Guernsey together have direct flights to Zurich, Amsterdam, Frankfurt, Dusseldorf Paris Charbourg and dorf, Paris, Cherbourg and Dinard, as well as a range of charter operations.

Sealink's leap 1000
shipping services may seem a
little extravagant, but it was
based on sound trends. The
islands, which have always
appealed to a discriminating
market, are finding that quality
market, are finding that quality
the same obstacle may restrict sales into Continental
Europe. The bulk of the traffic
is French and much of that in
day-trips or short stay visitors.

pancies overall were down by 8 per cent during the season, the better hotels sold 15 per cent more bed-nights than in 1984. Mid-range hotels had a middling sort of season, while self-catering bed-nights fell by

This pattern was repeated in Jersey, where hotels had a con-

siderably better year than guest This demand for higher grade accommodation, and the fact that at peak times the space is

£4m. Continued expansion is limited by the lack of rooms of a standard demanded by confer-ence delegates or incentive tour day-trips or short stay visitors. There is a high awareness of the islands in many countries but less certainty about how to get there and doubts over whether the islands can handle

and a new 20,000 sq ft head-

quarters being built on the site of the island's last cinema for the Bank of Bermuda.

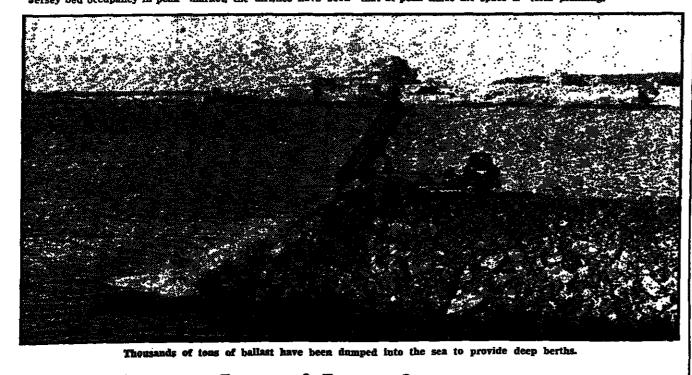
ment in new properties or in improvements. It also points the way to demands for confer-

ences and incentive travel, a

substantial growth area for the

In the past few months there has been a 20 per cent rise in conference traffic to Jersey, twice that in the early part of the year. Business is estimated this year to have been worth fam. Continued expansion is

the traffic. Basic problems in the medium and longer term, therefore, appear to be the continued upgrading of accommodation and service, and efforts to broaden the season. Jersey has set up a Tourism Marketing Forum, a terroil business ideas on order. travel business ideas co-opera tive, which has led to longer



## Fighting the tides for more space

Reclamation

MOORE

Ball Salara

EDWARD OWEN

THE Channel Islands' harbour capitals, already built partly on reclaimed land, are being pushed out into the sea again to provide space for port im-provements, car parking; new roads and urban development.

roads and urban development.

This year new quays and breakwater rubble mounds have gone up along the northern shoreline of St Peter Port in Guernsey to reclaim a further 30 acres. The £15.7m scheme will provide a 20-acre marina with pontoon moorings for 800 with pontoon moorings for 800 boats; parking for 1,000 cars on two sites; a large roundabout at one of the town's busiest junctions; and a marshalling arms of 2.8 acres for container will provide a 20-acre marina with pontoon moorings for 800 boats; parking for 1,000 cars on two sites; a large roundabout at one of the town's busiest inpotions: and a marshalling junctions; and a marshalling area of 2.8 acres for container In recent weeks much of the

to infill the two quays second drive-on ramp and a passenger quay for inter-island

The dredging is costing £640,000 and the harbour improvements and extensions £3m.

Virtually the whole of the frontage of St Peter Port is on

sites. The idea was abandoned in 1978 as too ambitious, but it could one day be revived.

of St Helier harbour has been has been dredged from the main enclosed by a retaining wall, harbour which is being and infilling has begun. This deepened to give better access sizeable addition to the town to ferry berths and allow for a will be developed in conjunction with an extension to the harbour and replanning of the Weighbridge and Esplanade

Recreation

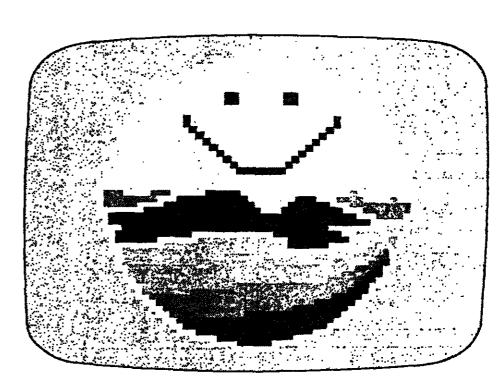
The £15m harbour extension—the largest project undertaken by the island government—will involve reclaiming about acres for two deep-water berths capable of taking ships up to 130 metres, plus a pas-senger terminal and coach and

island plan is published early a motor traffic office, and prinext year. But this includes a vale harbour-orientated activilarge roundabout with under-ground multi-storey parking for boat repair.

In Jersey, some 35 acres west 800 to 1,000 cars, new road systems and pedestrian bridges. The use of the reclaimed 35acre site, which will probably not be filled before the end of the century, is in the early planning stage. It is conceived as a new quarter of the town, with housing development, re creation areas, car parks, and possibly some industrial build-

Meanwhile Jersey has started to use 14 acres reclaimed at La Collette, east of St Helier harbour. A factory bullt by a weld-ing company is in operation, and another part will be used for freight handling.

The southern section will be occupied for up to three years by contractors working on the Details of the proposed redevelopment of the Weighbridge and Esplanade areas are not being released until an island plan is published early a motor traffic office, and princess.



# ITV Oracle, being very perceptive, chose Jersey.

The conference itself was a great success and I am sure you will find delegates returning to Jersey as a result of the weekend' said Catherine Welsh, Marketing Manager, Oracle Teletext Ltd.

Oracle's conference got off to an impressive start with a cocktail party hosted by Jersey Tourism at historic St Ouens Manor.

150 delegates stayed in one of Jersey's 3-sun hotels, and used Fort Regent's fully equipped Don Theatre for the conference itself.

Delegates were delighted by Jersey and very pleasantly surprised by the difference that the absence of VAT and low duties can make to the cost of everything from superb seafood to car hire.

Contact David de Carteret, Jersey Conference Bureau, 15 Broad Street, St. Helier, Jersey, Channel Islands. Telephone: 0534 76512/78000, Telex: 4192223.

## any of the best known names in Britain — and on the Continent have held Top executive meetings; incentive groups; conferences for over

1,000 delegates; Guernsey can provide all the facilities in a unique atmosphere that's British but abroad.

For luli information on meetings in Guernsey pleas Michael Paul, Conference Officer, Department 18, Guernsey Conference Bureau, PO Box 23, Guernsey, CHANNEL ISLANDS Tet 0481 24411

#### THE BEAUFORT - JERSEY

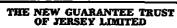
The Beaufort is a modern purpose-built hotel situated in the heart of St. Helier's banking, finance and shopping centre. ½ mile from seafront, Harbour. 5m from Airport.

All bedrooms are luxuriously furnished for the businessman with:

- Bathroom with Bath and Shower
  - Hairdryer and Trouser Press. Tea and Coffee making.
  - Direct Dial Telephones. In House Movies
- Writing Desk.

Private Suites, Telex and Telecopier, Ample Car Parking. Brummells Bar for Aperitifs. The Rib Room for fine cooking. Our Pianist plays nightly in Brumme Work commences on our Indoor Pool shortly.

THE BEAUPORT St. Helier, Jersey, C.I. 1st Reg. AA/RAC\*\*\* Telephone 0534 76500 Telex 4192160



St. Helier, Jersey Channel Islands

Tel: Jersey (0534) 36341 Telex: 4192288

The only locally owned and controlled merchant bank in the Channel Islands offering complete confidentiality and personal attention and playing a unique role in the Channel Islands highly efficient financial sector, offers through its small but

- pecialised team the following services:—

  \* Company Management and Trust Administration.

  \* Investment and Portfolio Management.

  \* Sale Custody.

  \* Deposit facilities in any major currency with Interest paid gross.

  \* Loans for most purposes on competitive terms.

  \* Money transfers locally and abroad.

The most recent audited accounts are available on request Should you require further information please contact
Bryan Hewett or Duncan Baxter (Directors)

#### CORPORATE RECORDS

Consult the specialists for CORPORATE KITS, SHARE CERTIFICATES, SEALS for your corporations RAPID DESPATCH

LIBERIA — PANAMA — CYPRUS — U.K. — GIBRALTAR B.V.I. — CAYMANS — LO.M. — TURKS & CAICOS — C.I.

#### Europrint

The European source for corporate documents Europrint Ltd - Citton - St. Peter Port - Guernsey - C.L. Tel: (0481) 23494 - Telex: 4191523 EURLAWG - Fax: (0481) 711843 (Gr 3)

#### Jersey Coin Co. Ltd.

26 Halkett Street, St Helier, Jersey, Channel Islands

Coin and Bullion dealers also Numismatic items. War Medals and Bank Notes

> **Verney Dougan** Telephone: (0534) 25743

## Homes for the few

The Rich

TIM DICKSON

LORD MATTHEWS, smarting from defeat in the United Newspapers battle for his old company Fleet Holdings, may be fading from the UK com-mercial and industrial scene. But if it is any comfort to him he has recently become an important statistic in the Jersey economy.

Matthews is one of 15

individuals who this year have been granted consents to settle on the island "on economic or social grounds." He thus joins other celebrities such as pop singer Gilbert O'Sullivan and best-selling author Jack Higgins in a category of "wealthy immigrants" which the island authorities specifically sets out to encourage.

Jersey, Guernsey and Alderney obviously benefit both from the tax revenue of these residents— the 15 to arrive this year in Jersey are expected to make a direct contribution of £350,000—and from their spending on local from their spending ou local services and donations to local charities. As sources of revenue they may not be as significant as banks, tourists or tomatoes, but they never-theless justify a separate section in this mouth's report by the Jersey states economic adviser on the budget.

The millionaire's "consents" to purchase property — Matthews paid around £1m for his retirement home — are granted under Jersey's Housing Regulation 1(1)K. The conditions for qualification are not entirely financial— even if considerable personal wealth is a prerequisite ---while all applicants are interviewed in person by the island's economic adviser, Colin Powell.

Lord Cromer, a former governor of the Bank of England, and journalist Alan Whicker are among those who own houses on Jersey. Guernsey, which has no 1(1) K equivalent but whose two-tier requivalent but whose two-ter housing system enables out-siders to buy properties on the limited "open" market (see article on property), "boasts" Prof Northcote Parkinson (of Parkinson's Law fame) and a sprinkling of industrial

Although it is officially confirmed that Jersey's 1(1)K regulation is to be maintained in 1986, the States has also indicated that the system could be changed to reduce immigrant pressures. The present policy will be reviewed in September next year when the results of the new census become available.

Commenting on a sugges-tion made this year that wealthy immigrants also represent a "cost"—that with three persons per consent effectively 45 people come in under the 1(1)K eategory the 1985 Budget report points out that "some immigrants of previous years have either died or left the island. The number of persons resident in the island in receipt of substantial investment income from abroad is not thought to be increasing to any great extent from year to year."



Lord Matthews (left) and Alan Wicker—two of the wealthy immigrants to Jersey

## Victor Hugo valley raises passions

JERSEY is fiercely divided and by enlarging an existing over the future of a valley—
a green and pleasant spot in the west of the island. The west of the island.

When the project was first the stand was first the west of the island. Victor Hugo used to take walks during his exile, and where detective Jim Bergerac originally had his converted farmhouse home in the BBC thriller series.

The Jersey New Waterworks Company and the Public Works Committee, supported so far by a majority of States members, believe that flooding Queen's Valley is the most practical solution to a potentially water resources critical problem.

A substantial number

islanders (more than 11,000 recently signed an anti-floodoppose the environmental ing petition) scheme on environmental grounds and think that the risk of Jersey running short of water can be removed by better management of resources

the west of the island.

When the project was first proposed more than 10 years ago, no-one imagined the controversy would still be raging in 1985—and, indeed, be even more passionate.

The waterworks company, in which the Island Government now has a controlling interest, has had the policy of flooding Queen's Valley endorsed by two consultants' reports. The main pressure group

opposing the scheme called Concern instigated an independent inquiry that reached the opposite conclusion. The group recently brought over a UK expert who agreed there was a case for studying the alternative of enlarging the Val de la Mare reservoir.

In plant—a proposit that the valent waterworks company says would now cost £1.5m. So far, the island Parliament has had at least eight debates on the issue. This year the native of enlarging the Val de la Mare reservoir. la Mare reservoir.
Opponents of the scheme

also point to the findings of an inquiry board (headed by the water situation. After each vote, -

Water EDWARD OWEN

late Sir Giles Guthrie), which was set up in the early days

of the controversy.

The board saw no need to flood the valley if demand were-controlled by domestic meter-ing and a stricter pricing policy, and recommended that the existing reservoirs should be topped up in the summer from Jersey's oil-fired desalination plant-a proposal that the

Mare alternative and to set up another inquiry, into the whole

its largest public demonstrations when conservationist Dr David

"ill-thought-out and ill-

The opposition has now crystallised around the draft enabling legislation, which empowers the waterworks company compulsorily to purchase the 281 acres of land needed for the reservoir with apparently no provision for objection or appeal.

Among those affected is the

National Trust for Jersey, which has risen from an original figure is reluctant to surrender three of £3.5m to £13.5m.

the controversy was declared closed—only to gather heat again.

In October, Jersey saw one of its largest public demonstrations when conservationist Dr David Bellamy led a procession of the citizen." In defence of it, attorney general.

Bellamy led a procession of the citizen. In defence of it, thousands of protester through the island's attorney-general, the threatened valley.

To the chagrin of the proflooders, Gerald Durrell, founder of the Jersey Zoo, also stepped into the fray, describing the Queen's Valley scheme to January to give hembers more as "ill-thought-out and ill-

time to study its implications. In response to the 11.117 signatories of the petition, Deputy Don Fillett, president of the Public Works Commit-tee, has promised to have a "fair and unbiased" report prepared on the island's water

tuätion. Meanwhile, the estimated cost of the Queen's Valley project



Excavating the recently discovered Roman site in St Peter Port

## Land and sea yield historic secrets

#### Archaeology

ALLAN ELLIS

A RICH haul of archaelogical discoveries within the past few years has changed experts' view of Guernsey's importance in Until recently,

remains were so negligible that it was thought ships from Brittany, at that time Romancontrolled Gaul, probably avoided the island's rockinfested coast when they crossed the Channel.

Now, there is abundant evidence to suggest that from around 100-400 AD St Peter Port was a Roman town where inhabitants worshipped Roman gods and lived in relative sophistication.

Excavations carried out over

establish St Peter Port as a its exposure and discovery— month it looked as though thriving waterfront trading propeller-wash from a new station and staging post serving generation of cross-Channel and staging post serving the imperial army. One of the artefacts unearthed is a locally made burial urn in typical and staging post serving generation of cross-Channel another lost treasure from the artefacts unearthed is a locally made burial urn in typical another lost treasure from the dismantled Gallic-built. The wreck was discovered in Roman style, complete with cremated remains.

the trading post is buried somewhere near La Plaiderie.

vellously preserved for nearly

18 centuries in the silt of St Peter Port harbour. Dr Margaret Rule, who directwo years in gardens at the ted the raising of the Tudor town site of La Plaiderie, which were completed last October, have revealed three substantial buildings of local granite with remains of the 35 ft-long vessel.

Roman roof tiles that were The operation was the subject almost certainly warehouses. of a BBC 2 documentary. almost certainly warehouses.

These, together with a wealth of items that are now being investigated and catalogued, by what had originally led to

The dig was directed by Bob Burns, assistant curator of the Guernsey Museum, who is convinced that a Roman villa belonging to the commander of belonging to the commander of expected to take two years. in British waters.

The Guernsey Maritime Trust Guernsey's Ancient Monu-is employing archaeologist ments Committee mounted an Roman activity on land were model of the vessel, which is a weather conditions matched at sea by local diver a sea-going type of craft improved sufficiently to allow a Richard Keen's exciting discovery of the unique wreck of but lost to sight for centuries. The trust, a local body operations succeeded in the week, continued dredging the trust, a local body operations succeeded in the trust.

The trust, a local body formed to fund recovery and preservation of the wreck, has nearly reached its target of Rona Cole said: "Although we £40,000, launched with a £10,000 are disappointed that the wreck donation from Barclays Bank. Is no longer a coherent struc-But it is now seeking more ture, none the less the majority money for a permanent display in the island. The structure of the timbers have been recovered and will be recorded. in the island.

Dr Rule, who continues to mastermind the overall operative for us is to publish the tion, described the Gallo-Roman information we will have gained vessel as the most important from the wreck. To save the shipwreck in Europe.

Almost 110 solid oak beams ship.

The wreck was discovered in

vessel now lie in tanks in a an area of St Peter Port

Roman remains were found also at King's Road on the outskirts of St Peter Port, where cleaning and cataloguing of move the remaining two-thirds a rescue dig was mounted thousands of relics taken from of the vessel to a nearby bay, before the site was redeveloped the wreck. He is also con-where it was planned to bury

integrating it. Guernsey Museum, Curator

"The most important objecactual structure would have For a few tense weeks last been a bonus."



#### Problems finding profitable Investments?

There's a natural solution. The Big Orange is a complete, low cost franchise system,

comprising an eye-catching 2m dia. orange klosk with a unique system producing Freshly Squeezed Orange Juice, that quite simply attracts attention - and Business! We are seeking companies or

individuals to exclusively develop

our proven and profitable system

in certain countries worklyide. The Hig Orange Limited Dept FT, Ste Parade Road St. Hehen, Jersey, Channel Islands Tel: (0534) 77021 Teles: (1924)3





## Church saved from police takeover

Culture WILLA MURRAY

1.5

'erse

A REGENCY church that was threatened at one time with being turned into Guernsey's central police station has been saved through the efforts of conservationists and opened as a concert and assembly hall.

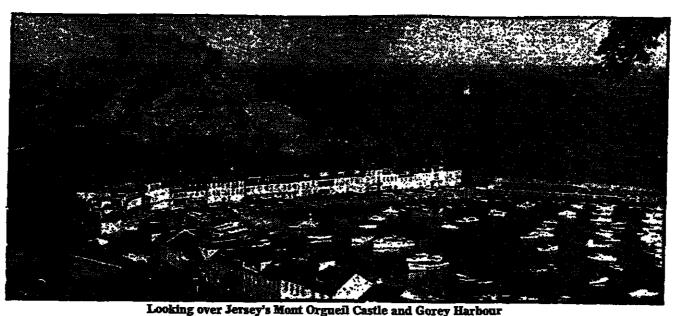
The elegant steeple of St

James, tipped with ball, spire and weathercock, rises 110 ft from the ground half way up the long curve of St Julian's Avenue and the Grange, and overlooks St Peter Port. Immediately below it lie the prison, now being rebuilt in the north of the island, and the police station—still to be

relocated. Apart from the architectural importance of St James to the town's skyline, it is something of a watershed in the history of the once French-speaking

island.

At the suggestion in 1815 of
Sir James Saumarez, one of
Nelson's most distinguished
admirals, it was built to celebrate the victory of Waterloo
and provide a church for the
British redcoats stationed in Guernsey where services for the first time would be n Englsh. (Sir James had anglicised his own name by dropping the "de" and "s" of de Sausmarez for fear a Guernseyman should



mistaken for a French

The architect was John Wilson, often described as "the Nash of Guernsey," who was responsible for many of the fine Regency buildings with which this period of island prosperity has endowed St Peter Port,

Cumbrian stonemason's son, John Wilson, who arrived mysteriously in 1816 and left Guernsey equally mysteriously

Guernsey's public school was founded by Queen Elizabeth I, the cost of its refabrication in 1826 was met by the tax of a shilling on a gallon of spirits.

The neo-classical building of St James, faced with honey-coloured Roman cement, was completed at a cost of 700 guineas by 1818, and was con-

in 1830, also designed the secrated that year.

Tudor-revival reconstruction of But with the departure of Elizabeth College, opposite St the last British regiment, and later with the decline of Guerrasey's bi-lingual heritage after the evacuation of so many vationists. For 12 years they lobbied for

island children during the Second World War, St James or so urging that fine acoustics made lost its special role. It was secularised and presented to the island government in the early 1970s, when Guernsey was beginning to develop as a principle in 1975. Five years

disused church as a revenue-raising site for office development soon came up against a determined group of conser-

island government in the early Restoration at an estimated 1970s, when Guernsey was 1970s, when Guernsey was beginning to develop as a principle in 1975. Five years finance centre.

Local MPs who saw the ing further into damp and decay drama to fashion shows.

and costs rising, Guernsey's par-liament decided to construct a new police station on the site behind the carefully preserved facade of St James. The conservationists, who saw

the compromise as "a mon-strous act of architectural hybridism," rallied by forming the association of the Friends of St James, and offering to administer the building if the Government would pay for restoration and upkeep of the fabric. They also raised \$40,000 privately as security for their promise.

As a result of the Friends' spirited campaign, local MPs voted in 1988 for restoration work to go ahead—by then at a cost of £458,000.

Last July to a fanfare by composer and local resident Bob Farnon that visibly split the eardrums of dignitaries on the stage, the Duke of Kent officially opened St James. The Duke flew into Guernsey in his capacity of chairman of the UK committee for European Music Year, which had accepted the project as Guernsey's contribu-

Since then, St James has opened up the island's cultural life, helped by sponsorship from over a dozen banks and finance houses. The Friends of St James have brought in top-

## Fleet swollen by perks of flying British flag

EDWARD OWEN

THE international growth yacht ownership in the mid-1970s created a new market for the Channel Islands, providing facilities for foreigners to obtain the advantages of flying the Red Ensign.

This involved setting up a Channel Islands company for the owner so that a vessel could qualify for British registration.
Along with company management went the opportunity to arrange marine mortgages and insurance and to provide trust formation and other financial

At least 2,000 or 3,000 yachts in areas such as the Mediterranean and the Caribbean are Channel Islands-owned, and new yacht companies are being

ormed almost every week.
One of the first into the maret was the Guernsey merchant anking subsidiary of Slater Talker, including Sarnia Walker, including Sarnia US\$300,000 with one or two Yachts, taken over in 1976 by Ansbacher (CI). Another Guernsey company, Bachmann is handling 80 to 100 registrations and looking after about 600 vessels. The company acted as consultants for the luxury yacht marine services.

In Jersey, one of the leaders Walker.

Much of the yacht registra-tion business comes through international boatbuilders and

international boatbuilders and brokers. They recommend a Channel Islands company to buyers not only for securing British registration, but for professional administration of a sizeable yacht or motor cruiser.

Larger vessels, rather than the 40 or 50 footers, provide the potential market nowadays. Bachmann's basic package for registration and documentation costs £2,000 to £2,500 in the first year and about £900 annually year and about £900 annually thereafter. Clients tend to own yachts costing at least U\$300,000 with one or two worth more than \$10m.

Bachman is handling 80 to 100 being the state of the

**Marine Business** 

of Selangor.

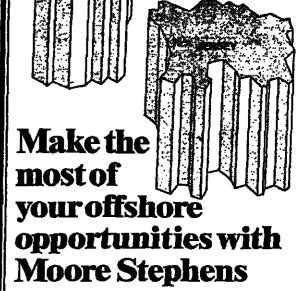
A yacht owned by a Channel Islands company can often avoid taxes due if flying its own flag. Companies formed for for-eign yacht owners have no tax liability as long as they do not trade locally and are not subject the field is Hardy & Le to VAT or to capital taxes on sales transactions.

But the tax factor is becom-ing less significant in the yacht registration business, according

than ports of convenience, the requirements to obtain British registration or less onerons.

This is because some of the more recent conventions applying on the UK mainland have not been extended to the islands. This will change when Britain's central shipping register is established. Unlike the Isle of Man, neither Jersey nor Guernsey is expected to set up the marine administration and inspectorate needed to qualify as a Port of

Register under the new Mer-chant Shipping Act. While a ship owned by a Channel Islands company will still be able to show Guernsey or Jersey as its home port, it will be effectively UK-registered and have to comply with DTI standards.



Are you involved in international business? Should you be seeking professional advice on how best to structure and manage your cross-border business? If the answer is 'yes', then Moore Stephens can help.

Moore Stephens has a depth of experience and skill in advising the international business world, indeed we opened our first overseas office in 1910. We have a substantial network of over 180 offices in 60 countries to serve your business needs.

Wherever these offices are located we provide the highest professional standards and service to our

Our Channel Islands' offices are no exception, offering services in:

 Consultancy and International Business Structures

Tax and Tax Planning

Audit, Accountancy and Computing Services

 Financial and Management Consultancy Trusts — Formation and Administration

For further details of our services, please contact us at any of our offices listed below:

Clive Barton, Moore, Stephens & Co., PO Box 236, Equity & Law House, St Helier, Jersey, CI Telephone: (0534) 75391, Telex: 4192010

George Shaw, Moore, Stephens & Co., PO Box 146, Pollet House, Le Pollet, St Peter Port, Guernsey, CI Telephone: (0481) 21769, Telex: 4191519 Norman Epstein, Moore, Stephens & Co., St Paul's House, Warwick Lane, London EC4P 4BN

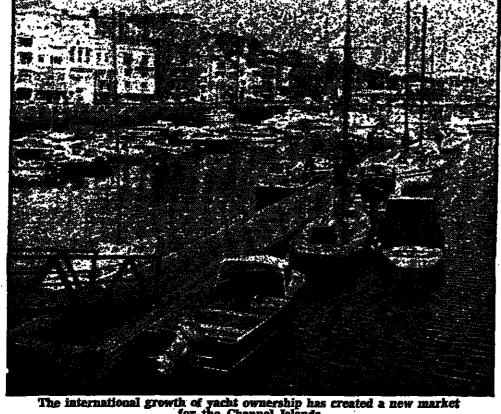
Telephone: 01-248 4499, Telex: 884610 MOORE STEPHENS

THE INTERNATIONAL TRIDENT TRUST GROUP Trust and Administrative Services Company Formation and Administration

Investment and Financial Services TRIDENT TRUST COMPANY

P.O. Box 398 · Vine Street Chambers · 18 Vine Street St. Helier · Jersey · Channel Islands Tel: 44 534 33401 · Telex: 4192425 PROSIT G THE UNITED KINGDOM · UNITED STATES

U.S. VIRGIN ISLANDS - ISRAEL - SOUTH AFRICA



The international growth of yacht ownership has created a new market for the Channel Islands

## Interest-free borrowing from licence to print money

Currency EDWARD OWEN

VISITORS quickly accumulate a mixed bag of money in the Channel Islands, where English, Jersey and Guernsey coins and notes jostle to-

At one time the islands were a little wary about accepting each other's money, but more inter-balliwick commuting has broken down the barrier.

English money is legal tender throughout the islands and, properly speaking, is the real currency. Outside the archi-pelago, Jersey and Guernsey money has no standing—al-

as the Bank of England puts it, the national coinage.

While it underlines the islands' independence to have their own money, there are also definite economic bene-fits. Guernsey first issued States notes in 1816 to finance public works without borrowing and the purpose is still essentially the same.

To the extent that the island governments can get their own notes and coins into circulation (over the Christ-mas period the total could be £20m in Jersey and £10m in Guernsey), the governments have an interest-free loan from the clearing banks, which purchase their require-ments at face value.

The States of Jersey and Guernsey use local money in their own transactions and periodically urge all islanders to do the same.

Every States note kept in circulation instead of an English note helps to keep taxes down," the Guernsey public was reminded.

Ideally, the island authorities would like to see their own money used exclusively, but this would be feasible only if the archipelago were an independent monetary area.

Although there have been occasional voices calling for the islands to break away from sterling and set up their own central bank, this possibility has never been considered seriously until the past year-and then only as contingency planning."

Guernsey's finance committee opened up the issue by questioning—clearly, with an eye on a future Labour Covnent in Britain-whether the UK Exchange Control Act should any longer apply automatically to the island.

though, as their coins are identical in size and shape to their English counterparts, they turn up in mainland slot machines, "contaminating,"

This led to discussions with Jersey, and finally to a meeting with Bank of England. Treasury and Home Office officials at which the islands were assured that "monetary matters" were regarded as their own affair and there was the kind of contingency plan-ning they were undertaking.

For the foreseeable future, how-ever, Channel Islands money is likely to remain a strictly local currency of no interes to anyone else except collec-tors and souvenir-hunting holiday-makers.

Guernsey is making its first serious bid to break into the international numismatic mar the matches humismatic market with a new set of coin designs issued this year. The island's independently-run Post Office is handling the marketing through its philatelle bureau.

To make its coins more acceptable to collectors, Guernsey has put the Queen's head on them for the first time since it introduced its own coinage (denominated in doubles until the collection in doubles until the collection in th decimalisation) in 1830. Apart from one or two special issues, the obverse of Guerosey coins has always carried only the island's crest.

Jersey's last change of design for coins up to 50p was in 1983, but a series of £1 coins featur-ing emblems of the island's 12 parishes on the reverse (the larger island has always shown the emblem of the Queen) is being issued at the rate of two a year.

Both islands brought out a £2 commemorative coin to mark the 40th anniversary this year of their liberation from German occupation, and next year both are issuing a £2 coin to mark the 13th Commonwealth Games.

Neither island has plans to compete with the Isle of Man Appel or Canadian Maple by producing a gold coin.



like all rare and valuable things, investments can only flourish in ideal conditions.

Brown Shipley in the Channel Islands combines the investment and financial management talents of a leading banking institution with the benefits of two highly reputable offshore financial centres, Jersey and Guernsey, which both offer confidentiality and freedom from the ravages of wealth taxes, capital taxes and death duties.

Providing a comprehensive range of financial services to the offshore investor, from private banking, offshore funds and investment management, to trust formation and financial planning. Brown Shipley in Jersey or Guernsey offers the perfect environment for your highly-prized investments.

If you would like to find out more about the services provided by Brown Shipley in the Channel Islands, please contact. David Berkeley, Executive Director, at either address below



Brown Shipley (Jersey) Limited Channel House Green Street, St. Helier, Iersev. Channel Islands

Brown Shipley Brown Shipley (Guernsey) Limited Channel House, Forest Lane, St. Peter Port, Guernsey, Channel Islands.

Telephone: (0534) 74777 Telephone: (0481) 23069 Audited accounts available on request

CITEX TRADING LIMITED

**BETWEEN DECEMBER 9th-11th** 

JANUARY NEW YORK CRUDE OIL TRADED

FROM \$25,23 to \$26.78

WHAT'S IT TRADING AT NOW?

Telephone: **JAMES RUSH** 

01 621 1999

Peek House 20 Eastcheap London EC3M 1EB.

Tel: 01-621 1909. Telex: 892611

## BANK CANTRADE

The only Swiss Bank in the CHANNEL ISLANDS

Accounts in Sterling, Dollars and all Major Currencies

: Furthermore arranges formation and the administration of Companies and Trusts

BANK CANTRADE SWITZERLAND (C.I.) LIMITED

La Chasse Chambers, La Chasse, St. Helier, Jersey, Channel Islands Telephone: 44/534-76166 Telex: Telex: 4192127 Fax: 44/534/26340 0534-76166 Copies of latest audited accounts on request

## RoyWest Trust in Jersey, Channel Islands

YOUR OFFSHORE SOURCE FOR



RoyWest Trust Corporation (Jersey) Limited

Channel Islands

Tele: (0534) 71076 Teles: 4192156 Cable: ROWTCO G Our controlling shareholders are The Royal Bank of Canada Group and National Westminster Bank PLC

#### Risk retention! Captives? Guernsey!

Risk Management Limited is a consultancy founded in the conviction that exacting technical standards and independence from the control of insurance broking or insurance company interests are pre-requisites to objective advice on risk control, retention and financing.

Working exclusively on a fee basis, we provide discerning insurance buyers with a standard of service which has enabled us to establish an international reputation, particularly in the fields of risk retention advice and the financing of risk retention by use of properly managed captive insurance companies.

Our risk management services include: audits of insurance and risk management programmes; loss analyses and development of risk retention programmes; captive insurance company feasibility investigations and the

If you are considering the formation of a captive and require our specialist assistance, or if you already control a captive but feel that it has not been developing to its full potential, we shall be pleased to discuss your requirements with you.

#### RISK MANAGEMENT LIMITED

INVICTA HOUSE, CANDIE RD, ST. PETER PORT, GUERNSEY, C.I. TELEPHONE: GUERNSEY (0481) 23612 - TELEX: 4191544

## Le Masurier, James & Chinn

Members of The Stock Exchange

Established 1912

Serving non residents of the UK and persons not domiciled in the UK for 73 years.

PO Box 16 29 Broad Street St. Helier Jersey Channel Islands

Telephone 0534 72825 Telex 4192134

#### If you are Investing Take AIM

The name behind AIM is Ansbacher Investment Management (C.L.) Limited, an international Portfolio Management Company providing efficient, personal and confidential service in all aspects of multi-currency investment.

AIM through its associate companies La Plaiderie Trust Company Limited and Gateway Trust Company Limited, Gibralar,

For further details contact: Alan H Wilde, Managing Di on 0481 - 26421 or write to Anshacher Investment Ansbacher Investment Management (C.L.) Limited, P.O. Box 79, La Plaiderie, St. Peter Pozt, Guernsey, Channel Islands,

## Standing on their own financial feet

Smaller Islands

WILLA MURRAY

UNLIKE SARK, which relies heavily on Guernsey for guidance and expertise, is virtually independent financially, Alderney is economically intertwined with the larger island.

From a budgetary point of view, the 34-mile-long island is rather in the position of a subsidiary that is expected to stand on its own feet, but has 84 per cent of its balance sheet controlled by the parent

company. Under a post-war reform. Guernsey took over respon-sibility for the northern isle, which had been evacuated and turned by the occupying Germans into a concentration

camp.
Adderney pays Guernsey's rate of income tax, social insurance and indirect taxes. It also pays Guernsey (handsomely, say local residents) for services such as administration of the island's hospital school and small size. hospital, school and small air-

Only the maintenance of Alderney's 1,000-yard-long breakwater was specifically excluded in the post-war deal, but now Guernsey has offered to take over this Victorian white elephant as the major part of a defence contribution package to the British

Work began on the break-water in 1847 when the British Admiralty was plan-Alderney to counter a French naval build-up at Cherhourg. By 1864, the uncompleted and enormously expensive scheme had been abandoned. Since then a succession of UK government departments has been responsible for the upkeep of the breakwater, the latest being the Department of the Environment. The anhual maintenance cost is cur-rently put at £550,000, of which Alderney contributes

The problem for Alderney is that Guernsey's increasingly sophisticated life style is too expensive—and even inappropriate—for a community of 2,200.

This year, as it happens, the smaller island's financial thanks largely to a £200,000 tax revenue increase that has come from no one quite

knows where.

But in its latest budget report Guernsey's advisory and finance committee says that Alderney's economic situation is "precarious and the lengtage trend is still the long-term trend is still worrying." Talks are going on between the two islands on expenditure levels, especially on the cost of the services Guernsey provides for Alder-

It is against this background that the Alderney authorities see the need to diversify the island's economy, at present dependent mainly on tourism and well-to-do settlers like John Arlot and author Elizabeth Beresford.

Elizabeth Beresford.

The increasingly selective policies of Jersey and Guernsey—especially Guernsey's intention to introduce control over new businesses—are seen as providing Alderney with an opportunity to pick up some of the tit-hits from

wealthier neighbours'

The island authorities are particularly keen to encourage high-value production units employing from three to a maximum of ten, which might now be regarded as too small for Guernsey.

They also see a chance of attracting, for example, fiduciary business following Guernsey's recent ban on further private trusts com-panies, but would clearly have to rely here on the larger island for vetting and super-

Alderney has its own company law, and its immediate advantage for incoming businesses is that there are no housing restrictions.

housing restrictions.
The little town of St Anne houses branches of most of the clearing banks, two firms of accountants and a branch of a Guernsey legal practice. The local lawyer, Jon Kay-Mouat, is the president of the

island parliament.
While Alderney lacks the sophisticated infrastructure of Jersey and Guernsey, the locally based airline, Aurigny Air Services, flies daily to the Air Services, files daily to the larger islands and to Southampton, and provides regular links with Bournemouth, Cherbourg and Dinard.
One businessman who finds Alderney an attractive base is Norman Laws, who runs a world-wide shipping and transport agency from an transport agency from an office in St Anne.

High-tech

Ian Burgess moved the headquarters of his consultancy service, Linked Medical Data, to Alderney in 1983. Launched in the UK six years ago, the service monitors, through a panel of 1,000 GPs, situations in general practice where drugs are not working and may have to be changed. and may have to be changed He is now extending opera-tions to the Continent, work-ing with Audits of Great Britain, one of the world's leading market research

Says Mr Burgess: "Hightech consultancy services are the ideal type of industry for Alderney, where there are good telephone and air links. It is also a very nice place from which to operate—a lot nicer than Jersey or Guern-

Although feudal Sark has independent control of its finances, raising revenue from a population of only 420 has its problems and the island's prosperity hangs on carrying out the principle recom-mended by Mr Micawber.

A detailed financial report from the general purposes committee, which is chaired by Sark's hereditary seigneur, Michael Beaumont, concluded last January that the only practical means of raising ney in a crisis would be to introduce some form of

However, with a budget surplus of £8,000 in 1984, there is no serious intention of implementing this proposal

in the near future.
Suggestions in the island
parliament that companies
using Sark directors for tax advantages should make a "voluntary contribution," and that those residents holding such directorships might contribute 5 per cent of their income to an island trust,



A computerised furnace burns 2,000 tons of waste a year to heat glasshouses for La Chasse Nurseries at St Saviour to produce tomatoes

## Bad times for the Guernsey Tom

**Horticulture** EDWARD OWEN

IT HAS been a traumatic year for Guernsey's horticultural industry, with the problems of continuing poor returns and shrinking markets for tomatoes aggravated by a battle over the future of the island's tomato

marketing board.
Once the mainstay of the local economy, the tomato in-dustry has been in steady de-cline since the mid-1970s, hit by intensified Dutch competition on the UK market and the rising cost of the oil needed to heat glasshouses.

In the heyday of the Guern-sey Tom, the equivalent of 8m

With the fall in exports came increasing doubts about the usefulness—and efficiency—of the Guernsey Tomato Marketing Board, a producer-owned body set up in 1952.

Long regarded as a model of

centralised marketing, the board came under fire for failing to adapt to changes in the

gence of the supermarket chains. Last year it seemed to have

regained growers' confidence when it won their backing for buying a computerised grading machine and cooling equip-The first sign that these

moves had not quelled unrest came in the annual report of the island's biggest horticultural undertaking. Kenilworth Vineries. The chairman said he believed Kenilworth could have achieved 10 per cent higher returns if it had been able to market tomatoes independently. He called for the end of the He called for the end of the board monopoly and its reconstitution as a commercial com-

pany.

The following months saw the fiercest public debate on horticultural policy since censix-kilo trays were being ex-ported. This year's shipments introduced. In a bid to fend were down to 2.7m trays and off the demand of Kenilworth the 1986 figure is expected to and its allies for the board's and its allies for the board's liquidation, the board offered to divest itself of compulsory-powers and to realise its assets for the benefit of grower-owners by selling its premises to the island states under a

This, was simed at preserving the marketing organisation for the industry as a whole, since the board was already handling

especially the emer-Guernsey's cucumber exports of the supermarket and more than 90 per cent of producers insisted that they its celery and capsicum. Since then it has begun to pack the alone were entitled to the assets and that the share-out would be only a small compensation for losses. island's newest crop, kiwifrunt. A ballot of the remaining 190

tomato producers showed that smaller growers wanted to keep the board while the larger producers wanted to disband it. As both groups had to agree for the board to be wound up, it stayed in existence.

This was followed by another

ballot in which tomato growers voted overwhelmingly to sell the board's depot for £1.15m and share the £800,000 net

More conventional

Local MPs agreed to strip the board of its compulsory powers but the proposal that the States should buy the premises proved

Under a 1952 law, the assets belong to the growers shipping through the board in any given year. No one foresaw when the law was framed that the original 2,000 registered producers would drop to 190 and that the board would possess more than I'm worth of property.

area next year, growers are less pessimistic. There has been a drop in the price of heavy fuel oil and, in any case, lewer growers are risking the extra heating costs of producing an early crop.

Meanwhile, = legal

Some island MPs questioned why taxpayers should spend a further f1.15m on buying the

depot when the tomato industry had been subsidized through a

price support scheme. In the end, the sale went through and the depot has been rented back to the board.

With the revolution over, the prospects for Guernsey horticulture look brighter. A reshaped tomato board is set to

develop into a Guernsey Pro-

duce Marketing Board, handling all edible crops. Flower exports

While tomatoes will take up only a sixth of the glasshouse

are also expanding.

the board would possess more than film worth of property.

The hustreds of former ducers to their cash share-out tomato growers who had switched to other crops or liquidated and a court decision retired felt that they had a may be needed.

#### Scotiabank 5

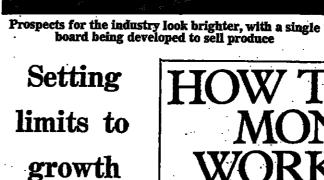
The Bank of Nova Scotia Channel Islands Limited

The Bank of Nova Scotia Trust Company **Channel Islands Limited** 

Wholly-owned companies of The Bank of Nova Scotia provide full Offshore Deposit and Trust facilities to expatriates and other interested parties including persons not domiciled in the United Kingdom who wish to place their business in the Island of Jersey.

For a copy of the latest audited accounts and further information please contact:

T. R. V. Hough, Managing Director, The Bank of Nova Scotia Channel Islands Limited, Queen's House, 13-15 Don Road, St. Helier, Jersey, Channel Islands.



CONTINUED FROM PAGE ONE

Islands currency is not one most people wish to contemplate even though Bermuda has shown that it is technically fea-sible for a small island com-

munity.

That such speculation exists is a vivid illustration of the vital importance of the finance sector to both islands, and of their need in the mid 1980s to maintain the confidence of in-ternational investors. This month's report of the Jersey States economic adviser on the Budget suggests that the finance sector now accounts for more than 30 per cent of the island's income—considerably more if the investment income from individuals and companies from abroad is included—and that the growth of these activities in the last year is largely responsible for a 1985 budget surplus of £13.4m.

Most of the current economic growth in Guernsey, according to last month's economic report to the Guernsey States advisory and finance committee, is also "due to the finance industry" and the majority of the 1.000 or so new jobs created since the beginning of 1984 have ben in the finance or service sectors.



A high salary isn't the only financial benefit a job abroad can bring you. When you're living outside the UK, we can help you make the most of your tax position by handling your finances through our Channel Islands Whatever part of the world you live in, we can offer you all the advantages

of a full-service British bank.

With a complete range of facilities, from short-term deposit accounts in any convertible currencies, right up to a selection of long-term investment funds. And investment specialists to advise you on how best to use your capital, including endowment assurance tailor-made for the expatriate.

All the time you spend out of the UK, we'll help you keep your tax liability down to a minimum. Even any UK tax rebates you're entitled to can all be taken care of through our Personal Taxation Service.

As for security you'll have the political stability of the Channel Islands, together with the financial experience of the entire Barclays Group.

So to make sure you make more money out of working abroad, send for a copy of our booklet on banking in the Channel Islands.

i Terrorial bise to know more chont your booking certifics.		
I would like to know more about your banking services.  Name		
Address		
1997-00	7713	BARCLAYS

## The world's leading banking network now offers personal banking in Jersey

You can trust Citibank, the world's leading banking network with 2,500 branches in 90 countries, to deliver personal banking to the internationally minded individual.

Citibank has created new personal banking centres in Jersey and London to provide financial services of the highest quality for people who want security and an attractive rate of return. In Citibank's new European Banking Centres a personal banker is assigned to your account - someone you can contact directly to carry out your instructions and

answer your questions. To learn more about Citibank's European Banking Centre in Jersey, call or write to Douglas McIntosh or Sudi Chiang (or fill in the coupon). Telephone Jersey on 0534 70707 or call Sue Edwards at the European Banking Centre in the Strand, London on 01-438 1438.

Interest Bearing Current Account Citibank as a financial leader, can offer attractive interest rates. Open an interest bearing current account with as little as £2,000 in the currency of your choice.

Two Day Notice Deposit £5,000 minimum deposit with two days' notice and interest earned up to the day of withdrawal. Although rates vary weekly, for deposits of £10,000 or more we are currently

paying 11% interest p.a.. Time deposits

Fixed period deposit from one to twelve months for a minimum of £25,000 at very

attractive interest rates. ♠ Additional Personal Financial Services Broad range of financial services available at Citibank's European Banking Centre include managed unit trust funds, discretionary portfolio management, overdraft and loan facilities plus the availability of Citibank's global network to transfer funds.

Citibank European Banking Centre Citibank (Channel Islands) Limited PO Box 561, Green Street, St. Helier, Jersey, Channel Islands. Telephone: 0534 70707

Telex: 4192313 Please send me further information on the personal banking service at Citibank's European Banking Centres.

or attach your business card. European Banking Centre

وكذا من الأمل



LUATIONS & SALES PROPERTY & PLANT LONDON • BIRMINGHAM • **BRISTOL • LEEDS** Tel: 01-405 8411

## Illinois shakes off 'safety net'

CONTINENTAL Illinois, the big Chicago banking group which had to be rescued by US bank regula-tors last year after a run on its deposits, announced yesterday it was disbanding its special funding "safety net" provided by leading US

The announcement that Continental Illinois can fund itself in the world's money markets without special assistance for the first time in more than 11/2 years is a milestone in the bank's financial recoverv and comes earlier than many people had expected.

It means that for the first time since US bank regulators mounted their \$4.5bn permanent assistance package for Continental Illinois in the summer of 1984, the group is able to fund itself normally.

This is an important test of confidence in the view of bankers who have watched the group's efforts to rehabilitate itself after its problems. The Federal Deposit Insurance Corporation (FDIC) pumped in extra capital, brought in a new top management team and stripped out most of the bank's problem loans. However, international confidence in the group had sunk to such a low ebb at one stage last year some analysts were sceptical Continental could attract enough deposits to maintain a sizeable banking group without long-term assistance.

As part of the \$4.5bn permanentassistance package provided to Continental last year, the US Feder-al Reserve pledged to continue supporting the bank as long as the FDIC was involved and a group of commercial banks also undertook to maintain a \$5.5bn safety net

At its peak in August 1984 special assistance from the Federal Reserve and the safety net totalled almost \$12bn. Mr John E. Swearingen and Mr William Ogden, brought in by the FDIC to restore Continental's fortunes, said yesterday that "we now stand on our own feet in all the financial marketplaces of the world in securing funding for our

Continental has not borrowed from the Federal Reserve in more than three months

#### Continental Deutsche Bank plans wide sale of Flick stake in Daimler-Benz

BY JOHN DAVIES IN FRANKFURT

DEUTSCHE BANK of West Germany is offering the Flick group's 10 per cent stake in the Daimler-Benz motor vehicle concern for sale for DM 3.8bn (\$1,52bn).

The bank announced yesterday that it was offering Flick's 3.4m Daimler-Benz shares to investors at a price of DM 1,120 a share, payable on January 8. The shares, which qualify for the full 1985 dividend, will be sold through a broad international consortium for a wide spread of ownership.

The offer price is slightly over DM 100 less than yesterday's closing price of DM 1,220.50 for

Daimler-Benz shares on the Frank-furt Stock Exchange. The market price fell DM 31.50 during the official trading, losing most of the previous day's gains.

The Daimler placement follows Deutsche Bank's decision to take over the privately owned Flick empire from the beginning of January for about DM 5bn, for subsequent phased disposal to investors.

After acting promptly to sell off the Daimler stake, Deutsche Bank will arrange a stock market flota-tion for a holding company bringing together the "core" businesses in the Flick empire - the Feldmühle and Grace stakes.

papermaker, the Dynamit Nobel chemical concern, and Buderus, the iron and steel group. Shares in the holding company are expected to be offered to investors in a few months.

It has already been announced that W.R. Grace, the diversified US company, will exercise its option to buy back Flick's 26 per cent stake in it for \$595.9m.

Deutsche has stressed that it aims to spread the Flick interests as widely as possible. It has also indicated that it faces a substantial tax bill after the sale of the Daimler

## Hertie manager chosen to spearhead return to profit

BY OUR FRANKFURT STAFF

German department store group, it the country's third-largest depart-has named a new management ment store group with sales of chief to head its efforts to return to profitability.

Mr Jürgen Krüger has been named "spokesman" of the management board, in effect taking over from Mr Bruno Lippmann, who resigned suddenly as president of the board nearly 10 months ago. The difference in title reflects the

fact that the management board has operated as a "collegiate team" since Mr Lippmann's departure, according to the company. Hertie runs more than 100 stores correctness of Hertie's strategy, to retain this role.

DM 5.72bn (\$2.27bn) last year. It is largely owned by private trusts. Like other retail stores. Hertie has been affected in recent years by a combination of intense competition and recession, but has found it

erating losses in this period of DM 517m. Mr Lippmann resigned in the middle of a controversy about the

turnround. Last year was its eighth

consecutive year in the red, with op-

HERTIE, the loss-making West throughout West Germany, making which included store modernisation and more emphasis on quality and design. As part of the new strategy. the company announced recently that it would close three stores in the Ruhr area but then agreed to postpone the move after trade unions objected

Mr Krüger, who is 44, has been harder than some rivals to make a on the management board of Hertie for only two years but is a veteran of 26 years in the retail trade, including experience in the US, France and Sweden.

He had management responsibili-

## Fermenta finalises US acquisitions

BY KEVIN DONE IN STOCKHOLM

chemicals and biotechnology group, Biotech and Vertac in the US, its biggest acquisitions to date.

The cash and shares deal is it had paid \$94m in cash and was issuing 3m new shares to finance the

Fermenta free shares, which have risen rapidly during the au-tumn, closed at SKr 240 (S31) yes-terday. Since Fermenta went public

FERMENTA, the Swedish fine in June 1984 the share price has risen 1.029 per cent. SDS Biotech was jointly owned

expected to double Fermenta's turn-

Fermenta said that, as part of the

next year to more than

worth about \$118m. Fermenta said acquired from Dyticon Investment. The two companies have a joint turnover of about \$300m and a workforce of 1,100. The takeover is

restructuring of the SDS Biotech/ Vertac operations, the SDS research and development (R&D) activities would be sold off to a group by Diamond Shamrock and the of outside investors for about \$60m. Vanderbilt Development Holding The Swedish group would take a stake of about 30 per cent in the company, while Vertac has been

new R & D company.

The SDS Biotech/Vertac acquisitions will enable Fermenta\_to expand its operations into animal health and animal feed and provide a substantial base for growth in the America and the Far East.

with Ecuador

BRITISH PETROLEUM (BP) is to

invest \$26m in oil exploration in a 200,000 hectare (494,000 acre) block

in Ecuadorean Amazonia, accord-

ing to a contract due to be signed with Cepe, the Ecuadorean state oil

company, in Quito later today.

The deal highlights BP's growing

interest in Latin America. BP's other principal Latin American inter

ests include a number of promising mining ventures. However, some oil exploration projects in Brazil have

been disappointing. The group also

has service contracts with Petroleos de Venezuela, and is known to be

looking hard at opportunities in Argentina.
The BP deal with Cepe has been delayed because of differences over

possible future arbitration. Under

ne present contract Ecuadorean law will apply in any dispute. BP will make a grant of \$400,000

to Cepe for the specialist training of Ecuadorean personnel. The deal is the fourth that Cepe has signed with foreign oil companies, others being with Occidental and Exxon in Amazonia and Belco in the Gulf of

**Bull close to** 

Olivetti link

By David Marsh in Paris

BULL, the French state-owned

computer group, said yesterday that it hoped to conclude a co-

operation agreement by early January with Olivetti, the Italian office-

equipment and electronics company, to develop and produce auto-matic banking machines.

Bull gave no further details about

negotiations taking place between the two concerns. Bull, through its

Transpac subsidiary, already has a significant stake in the French market for cash dispensers and auto-

As part of France's bid to set up a

nationwide banking and retail pay-ments system using a uniformly ac-

cepted banking card, an estimated

8,700 machines of both types were installed in France in mid-1985.

Bankers believe the pace of instaliation is flattening out, which may be forcing Bull to look more at-tentively at expansion possibilities

matic bank tellers.

Guayaguii.

By Hugh O'Shaughnessy in London

#### **BP** to pledge \$26m in deal . Notice of Redemption to holders of

US\$99,900,000

CIBA-GEIGY Overseas Finance N.V.

4 per cent Guaranteed Convertible Bonds due 1994

Convertible into Bearer Participation Certificates of SFr 100.00 par value each of CIBA-GEIGY AG

Pursuant to Condition 8 (C) of the Bonds, on 27th November, 1985, the Board of Managing Directors of CIBA-GEIGY Overseas Finance N.V. decided to redeem all the outstanding 4 per cent Guaranteed Convertible Bonds due 1994 on 23rd January, 1986. The redemption price is 100 per cent of the principal amount of the Bonds plus interest accrued from 1st July, 1985 to 23rd January, 1986 aggregating U.S.\$1,380.45 for each Bond of U.S.\$1,350.60 principal amount Bond of U.S.\$1.350.00 principal amount.

The condition precedent to the right of CIBA-GEIGY Overseas Finance N.V. to redeem the Bonds, contained in the Condition 8 (C), has been satisfied since the last paid price on the Zurich Stock Exchange of the Bearer Participation Certificates ("BPCs") on each day on which there was such a price within the 30 calendar days preceding the 15th calendar day prior to the date of this notice was equal to or in excess of 140 per cent of the Conversion Price prevailing at the close of business on each such day. "Conversion Price" means the principal amount of a Bond divided by the number of BPCs (including fractions) into which one Bond is convertible.

The Bonds are convertible until the close of business on 23rd January, 1986 into BPCs of SFr 100.00 par value each at the rate of two BPCs for each Bond of U.S.\$1,350.00 principal amount.

The Bonds, together with all unmatured interest coupons, must be surrendered for payment to any of the paying agents set forth below. Payment of the redemption price and accrued interest will be made in U.S. Dollars in accordance with the conditions of the Bonds. Interest will cease to accrue on the Bonds as from 23rd January, 1986.

In order to exercise the right of conversion, the holder of any Bond shall deliver such Bond during normal business hours to the office of the conversion agent, with the request for conversion thereon duly completed. Conversion will become effective on the date (the "Conversion Date") on which the Bond is delivered to the conversion agent together with any payment required of the Bondholder in respect of any missing unmatured coupons. The Bondholder must pay all stamp, issue, registration or other similar taxes and duties (if any) consequent upon the issue or delivery of the BPCs to or the order of a third party.

The Bonds may be surrendered for conversion only at the offices of the Principal Paying and Conversion Agent and for redemption at any of the Paying Agents.

Principal Paying and Conversion Agent Union Bank of Switzerland Bahnhofstrasse 45 8021 Zurich

> Paying Agents Credit Suisse Paradeplatz 8

Swiss Bank Corporation Aeschenyorstadt 1,

Union Bank of Switzerland (Luxembourg) S.A. 36-38 Grand rue Luxembourg

18th December, 1985

CIBA-GEIGY Overseas Finance N.V.

#### Thyssen to pay first dividend since 1982

THYSSEN, the West German indus

trial group whose big steel unit this week reported a strong recovery in profits, plans to pay its first dividend since 1982.

The company said yesterday that earnings for the year to September, 1985 had shown a substantial advance. It plans to pay a dividend of DM 5 a share, DM 3 more than in

Thyssen will not be announcing profits figures until early next year. but yesterday it was prepared to disclose an increase from DM 32.4bn (\$12.8bn) to DM 34.8bn in turnover last yea Thyssen said all divisions operat-

ed at a profit. As a result, group earnings for 1984-85 substantially exceeded the DM 181m net returned for the previous year.

The group had made a good start to 1985–86. The 1985 results showed that "Thyssen was on the road to strengthening its earnings poten-

Steel division sales rose 12 per cent to DM 11.5bn. Sales of the capital goods and processing units expanded 6 per cent to DM 10.4bn with Thyssen Industrie, the major capital goods manufacturer, being able to increase earnings consider

#### Bosch to step up Austrian operation

By Jonathan Carr in Frankfurt ROBERT BOSCH, the West German electrical and vehicle parts group, plans to boost its activities in Austria in the field of fuel-injection

Bosch is to raise from 26 per cent to nearly 90 per cent its stake in Friedmann und Maier, a maker of fuel-injection components based in Hallein, Austria, which had sales this year worth about Sch 240m

## Manufacturers Hanover reorganises CIT unit

BY PAUL TAYLOR IN NEW YORK

MANUFACTURERS Hanover, the fourth-largest US banking group, yesterday announced an extensive reorganisation of its CIT financial unit-involving the creation of five strategic operating units, the redeployment of \$2.4bn in assets and the appointment of a new senior management team.

Separately, the banking group's will have five new market-oriented board approved a 1 cent a share in-operating units: commercial ficrease in Manufacturers Hanover's quarterly dividend to 81 cents a

The moves at CIT are aimed at turers Hanover acquired from RCA in May last year for \$1.51bn and which reported \$137.1m net income last year.

lending - transferring its consumerlending operations to another Manufacturers Hanover subsidiary and result in a wide-ranging consolidation of the parent holding company's non-bank subsidiaries.

nance, equipment finance and leasing, factoring, sales finance and special corporation products. This will reposition CIT as a nationwide streamlining and enhancing profi- business-to-business lender with tability at the unit, which Manufac- more than \$8bn in assets and 106

financing receivables will be trans- national basis."

The changes will refocus CITs ac- ferred from Manufacturers Hantivities on business and corporate over Leasing to CIT. About the same volume of direct consumer loans will be transferred from CIT to Manufacturers Hanover Financial Services, the group's consumer into a \$2.6bn consumer finance Following the reorganisation CTT company with more than 843 offices

Mr John McGillicuddy, Manufacturers Hanover chairman, said: This rationalisation of our key non-bank subsidiaries, placing us-sets with similar characteristics under common management, will sharpen the management and marketing focus of two high-return high-priority sectors - asset-based As part of the reorganisation lending to the national middle-about \$1.2bn of domestic equipment markets and consumer lending on a

### Eurodollar market gets lift

ANOTHER strong performance by the New York bond market helped the Eurodollar market to make gains, although it was still lagging, writes Maggie Urry in London. Some good demand was seen in the secondary market and prices gained around ¼ point. The rise ensured a good reception for a \$125m, 10-year issue for Statoil, the Norwegian state oil company. The bonds are unsecured and unsubordinated.

This deal, led by Deutsche Bank Capital Markets, was priced at a yield 28 basis points above the US Treasury yield curve. The coupon is 9% per cent and issue price 100% with fees of 2 per cent. The issue traded well inside the fees however, at a level within the 1% per cent

In the floating-rate note market Credit Lyonnais gave a mandate to Shearson Lehman Brothers International to act as sole manager and underwriter on a \$150m, seven-year deal. Shearson performed the same task for a World Bank fixed-rate deal last week. By not syndicating an issue with a number of co-mandeal can perform better. The disad-vantage could be that a good secondary market in the bonds might not mo Metal Industries was launched result, although Shearson expects a number of market-makers to trade

Although the terms looked tight at a coupon equal to six-month London inter-bank offered rate (Libor), with front-end fees of 10 basis points, the bonds were quoted at

In the Japanese domestic market China International Trust and Investment Corporation (Citic) launched a \$100m "Shogun" deal. Yamaichi Securities set the terms at a 10-year life, 9% per cent coupon and 100% issue price.

The Euroyen market has also been rising on the back of a firm domestic market. Syntex USA, a subsidiary of Syntex, the pharmaceutichemical company, cal launched a Y20bn seven-year bond with a 6% per cent coupon and 101 issue price. LTCB International is

agers, the lead manager can keep lead manager. Fees totalled 1% per tight control of the bonds and the cent and the bonds were trading just within that discount.

A dual-currency issue for Sumitofor Nikko Securities (Europe). This is for Y20bn with redemption at an exchange rate of Y181.5 to the dollar. The coupon is 8 per cent and issue price 101% per cent. Fees totalled 2 per cent. The bonds were not trading actively.

Turnover was unexpectedly high in the D-Mark bond market, spurred by the New York market and hopes for interest rate cuts. Prices gained ¼ point on average, with buying demand seen from

The Swiss franc foreign-bond market saw reasonable volume. The undertone was positive although prices were little changed. New Zealand Railways' SFr 150m perpetual issue traded for the first time yesterday, closing at 98% compared with the 99% issue price.

International bonds service,

NEW ISSUE

nt appears as a matter of record only

NOVEMBER 1985



#### STET – Società Finanziaria Telefonica p.a.

(incorporated with limited liability in the Republic of Italy)

Sale on behalf of Istituto per la Ricostruzione Industriale 50,000,000 Ordinary Shares of lire 2,000 par value

**Credit Suisse First Boston Limited** 

Banca Commerciale Italiana

Baring Brothers & Co., Limited

**Banque Paribas Capital Markets Limited** 

Deutsche Bank Capital Markets Limited

Morgan Stanley International

**Merrill Lynch Capital Markets Nomura International Limited** 

Cazenove & Co.

**Swiss Bank Corporation International Limited** 

Amro International Banca del Gottardo Bank Leumi le Israel (Switzerland) AG

Hoare Govett Ltd.

Banco di Roma International S.A. Banque Bruxelles Lambert S.A.

Bank Leu International Ltd. Banque Indosuez

Banque Nationale de Paris Banque de Neuflize. Schlumberger, Mallet Banque Pasche SA Banque Privec S.A. Berliner Handels- und Frankfurter Bank Clariden Bank Compagnie de Banque et d'Investissements, CBI CSFB - Effectenbank AG Daiwa Europe Delta Securities S.A. Dillon, Read

Robert Fleming & Co. Girozentrale und Bank der österreichischen Sparkassen

**Enskilda Securities** Gefina International Limited

Goldman Sachs International Corp. Istituto Bancario San Paolo di Torino

Euromobiliare

Genossenschaftliche Zentrafbank AG Hentsch & Cie Kredictbank N.V.

Hill Samuel & Co. Lavoro Bank AG The Nikko Securities Co., (Europe) Ltd.

Lazard Frères et Cie

Shearson Lehman Brothers International

Lloyds Merchant Bank Nippon Kangyo Kakumaru (Europe) Pierson. Heldring & Pierson N.V.

Sal. Oppenheim jr. & Cie Rabobank Nederland

Vereins- und Westbunk

- Finter Bank

S. G. Warburg & Co. Ltd.

J. Henry Schroder Wagg & Co.

Orion Royal Bank

Credito Italiano

Dresdner Bank

Wood Gundy Inc.

Yamaichi International (Europe)

This announcement appears as a matter of record only.

#### **KAUFHOF FINANCE B.V.**

DM 150,000,000

31/2% Deutsche Mark Bearer Bonds of 1985/1995

with Warrants attached to subscribe for 750,000 Bearer Shares of

KAUFHOF AKTIENGESELLSCHAFT

unconditionally and irrevocably guaranteed by

Köln, Federal Republic of Germany

Issue Price: 100% - Interest: 33/2% p.a., payable annually in arrears on December 19 - Redemption: on December 19, 1995 at par Denomination: DM 1,000 · Security: unconditional and irrevocable guarantee of Kauthof Aktiengesellschaft, Köln Federal Republic of Germany, Negative Pledge Clause : Warrants: each DM Bearer Bond will be issued with 2 Warrants attached giving the right to subscribe 5 shares (one giving the right to purchase 1 share and one giving the right to purchase 4 shares) of Common Stock of Kaufhof Aktiengesellschaft at a subscription price per share of DM 315.— The subscription period will be from January 27, 1986 through December 19, 1995 - Listing: Düsseldorf and Frankfurt/Main (Bonds and Warrants)

**COMMERZBANK** 

DRESDNER BANK

UNION BANK OF SWITZERLAND (SECURITIES)

**DEUTSCHE BANK** 

ALGEMENE BANK NEDERLAND N.V.

BANQUE PARIBAS CAPITAL MARKETS LIMITED

KREDIETBANK INTERNATIONAL GROUP MORGAN STANLEY INTERNATIONAL NOMURA EUROPE GMBH

S.G. WARBURG & CO. ITD.

ASD Securities Corporation
Abu Dhabi Investment Company Al-Mal Group Arab Banking Corporation — Daus & Co. GmbH Banca del Gottardo Banco di Roma per la Svizzera S.A. BankAmerica Capital Markets Group Bank für Gemeinwirtschaft Aktiengesellschaft Bank Leu International Ltd.

Bankers Trust GmbH Banque Bruxelles Lambert S.A. Banque Française du Commerce Banque Générale du Luxembourg S.A.

Banque Indosuez Banque Internationale à Luxembourg S.A. que Nationale de Paris Barclays Merchant Bank Limited Baring Brothers & Co., Limited Bayerische Hypotheken- und Wechsel-Bank Aktiengesellschaft Bayerische Landesbank Girozentrale

Bayerische Vereinsbank Aktiengesellschaft Joh. Berenberg, Gossler & Co. Berliner Bank Aktiengesellschaft Berliner Handels- und Frankfurter Bank Chase Bank AG Chemical Bank International Limited CIBC Limited Citibank Aktiengesellschaft Commerzbank International S.A.

mty Bank Limited Creditanstalt-Bankverein Crédit Commercial de France Credit Lyonnais CSFB-Eliectenbank AG Daiwa Europe (Deutschland) GmbH Delbrück & Co. Den norske Creditbank Deutsche Girozentrale – Deutsche Kommunalbank – Deutsche Länderbank Aktiengesellschaft DG Bank

DSL Bank Deutsche Siedlungs- und **FBC Amro Bank Limited** Skandinaviska Enskilda Limited Euromobiliare S.p.A.
EuroPartners Securities Corporation

Genossenschaftliche Zentraibank AG Girozentrale und Bank der österreichischen Sparkassen Aktiengesellschaft oldman Sachs International Corp. Groupement des Banquiers Privés

Hambros Bank Limited Hamburgische Landesbank - Girozentrale lelsbank NW Georg Hauck & Sohn Bankiers Kommanditgesellschaft auf Aktien Hessische Landesbank – Girozentral

Hill Samuel & Co. Limited striebank von Japan (Deutschla inwort, Benson Limited Kuwait Foreign Trading Contracting & Investment Co. (S.A.K.) Kuwait International Investment Co. s.a.k.

Kuwait Investment Company (S.A.K.) Landesbank Rheinland-Pfalz Lloyds Merchant Bank Limited LTCB International Limited

Manufacturers Hanover Limited

Merck, Finck & Co. Merrill Lynch Capital Markets 8. Metzler seel. Sohn & Co. Mitsubishi Finance International Limited Samuel Montagu & Co. Limited Morgan Grenfell & Co. Limited Morgan Guaranty GmbH
The Nikko Securities Co., (Deutschland) GmbH Norddeutsche Landesbank Girozentrale rreichische Länderbank

Aktiengesellschaft Sal, Oppenheim jr. & Cie. Orion Royal Bank Limited PK Christiania Bank (UK) Limited Rabobank Nederland Reuschel & Co. N. M. Rothschild & Sons Limited

J. Henry Schroder Wagg & Co. Limited J. Henry Schroder Wagg & Co. Limited Shearson Lehman Brothers International Smith Barney, Harris Upham & Co. Incorporated Société Générale

Svenska Handelsbanken Group Swiss Bank Corporation International Swiss Volksbank Trinkaus & Burkhardt KGaA Verband Schweizerischer Kantonalbanken

eins- und Westbank Äktiengesellschaft J. Vontobel & Co. M.M. Warburg Brinckmann, Wirtz & Co. Westdeutsche Genossenschalts-

Westdeutsche Landesbank Girozentrale Westfalenbank Aktiengesellschaft Wood Gundy Inc. nai (Deutschland) GmbH



#### **European Investment Bank** U.S.\$200,000,000 10 per cent. Notes Due 1990

Notice is hereby given that the final instalment of 75 per cent. of the principal amount of the Notes is due on, and for value, not later than 10.00 am (New York time) 20th December, 1985. Persons shown on the respective records of Cedel S.A. and the Euro-clear System as being entitled to the Notes may instruct Cedel and Euro-clear to debit their respective accounts at Cedel or, as the case may be, Euro-clear with the final instalment on their Notes and to credit, value 20th December, 1985, the same to Barclays Bank plc, 100 Water Street, New York, NY 10005, account number 050-77370-4.

On or after 20th January, 1986, European Investment Bank may elect (without giving published notice) to forfeit any Note in respect of which the final instalment shall not have been duly paid, whereupon European Investment Bank shall be entitled to retain the first instalment on such Notes and shall be discharged from any obligation to repay such instalment or to pay interest for any period, but shall have no other rights against any holder whose rights are so forfeited, or against any previous hol-



Bankers Trust Company, London Fiscal Agent

**NOTICE OF PREPAYMENT** THE SAITAMA BANK, LIMITED Incorporated with limited liability in Japan) US\$30,000,000 Callable Negotiable Floating Rate

**Dollar Certificates of Deposit** Certificate No. P 000001-000030 issued on 26th January, 1984, maturity 29th January, 1987 callable in January, 1986.

Notice is hereby given that in accordance with Clause 3 of the Certificates of Deposit (the "Certificates") The Saitama Bank, Limited ("The Bank") will prepay all outstanding Certificates on 29th January, 1986 (the "Prepayment Date") at their principal amount. Payment of the principal amount, together with accrued interest to the Prepayment Date, will be made on the Prepayment Date against presentation and surrender of the Certificates at the London Branch of the Bank. Interest will cease to accrue on the Certificates on the Prepayment Date

CHEMICAL BANK INTERNATIONAL LIMITED London as Agent Bank



## Sumitomo Trust

U.S. \$20,000,000

Floating Rate U.S. Dollar Negotiable Certificates of Deposit Due 13th February, 1987 Callable at the issuer's option on 13th February, 1986

In accordance with the terms set out in the Certificates, The Su Trust & Banking Co., Ltd. have elected to exercise their call option. The Certificates will therefore mature on the 13th February, 1986 and 8°h6% p.a. at The Sumitomo Trust & Banking Co., Ltd., London.

Merrill Lynch International Bank Limited Agent Bank

U.S. \$150,000,000



MARINE MIDLAND BANKS, INC. (Incorporated in Delaware)

Floating Rate Subordinated Notes Due 2009

In accordance with the provisions of the Notes, notice is hereby given that for the three month Interest Period from 18th December, 1985 to 18th March, 1986 the Notes will carry an Interest Rate of 8% per annum. The interest amount payable on the relevant Interest Payment Date which will be 18th March, 1986 is U.S. \$204.69 for each Note of U.S. \$10,000 and U.S. \$1,023.44 for each Note of U.S. \$50,000.

Credit Suisse First Boston Limited Agent Bank

#### INTL. COMPANIES & FINANCE

## Further receivership in Singapore

SUBSIDIARY of Growth A SUBSIDIARY of Growth Industrial Holdings (GIH), the publicly quoted Singapore company which holds a 31.6 per cent stake in the troubled Pan-Electric Industries, has been placed in receivership by one of its half-dozen bank creditors. creditors.

The move by First Interstate Bank of California, draws further attention to the problems facing GIH, which, like Pan-Electric, is faced with sizeable obligations to purchase shares in quoted companies on forward basis.

It was Pan-Electric's inability to meet similar commitments to buy S\$140m (US\$66m) worth of shares which ultimately led

director of both Pan-Electric and GIH until June this year. Associated Asian Securities, his broking firm, subsequently became 25 per cent controlled by GIH, but suspended trading after the stock market reopened on December 5.

Attention has since focused on GIH and Pan-Electric. Datuk Mohamad bin Rahmat, a Malaysian, resigned as a director of GIH after little more and a director of GIH after little more single vessel laid up in a Singannual report in June.

its 37 creditors to place it in

receivership on November 30. In an unprecedented move, the authorities then closed the Stock Exchange for three days while a S\$180m rescue package was worked out for vulnerable broking firms.

Mr Peter Tham, a stockbroker now being sought by the Singapore authorities, was a director of both Pan-Electric, was a director of both Pan-Electric was a three-man board which included two directors of Pan-Electric. At the same time, GIH also creditors of Pan-Electric, and some Malaysian banks.

All of Pan-Electric's 37 bank creditors have meanwhile accepted the terms of a rescue an independent report on the Singapore authorities, was a director of both Pan-Electric was revealed and GIH until June this year.

では、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、10mmのでは、1

accepted the terms of a rescue plan agreed last week between their steering committee, Pan-Electric's receivers, and Mr Tan Koon Swan, the Malaysian entrepreneur who indirectly holds a 22.6 per cent stake in Pan-Electric.

#### Standard Chartered in HK restructuring

operations and has decided to go ahead with plans to build a new regional headquarters in the colony.

Announcing the reorganisation of its Asia-Pacific regional operations, Mr William Brown, the bank's area general man ager, said the decision reflected the additional responsibilities assumed by the Hong Kong operations for business in Japan. Korea. the Phillipines, China, Macao and Taiwan.

Lord Barber, chairman of tandard Chartered, added: The redevelopment of our building is a clear vote of confi-dence in Hong Kong as a major financial centre in Asia; it also lays the foundation for our proted to start in mid-1986, bank jected growth in the Asia staff will move into Edinburgh

STANDARD Chartered Bank is Pacific region into the next Tower, a nearby office building new strategy was being pre-restructuring its Hong Kong century." owned by Hongkong Land. On pared for the bank's China operations and has decided to The 40-storey building, in completion of the new regional operations. Earlier this month,

Hong Kong's Central district, will rise to 182 m and will pro-vide 364,000 sq ft of office floor-space. The bank says that the cost of the development will not exceed HK\$600m (US\$76.9m), including construction and fitting out. The new headquarters, on the

site of the bank's existing building, will be just 2 m taller than the adjacent Hongkong and Shanghai Bank building, which has recently been com-pleted at an officially stated cost of HK\$5bn. Unofficial estimates. however, have put the total cost as high as HK\$9bn.
During redevelopment, expec-

banking operations.

bank's Chit

ine bank's Shenzen office was upgraded to a branch and it is also seeking the same classification for its Kiamen representative office. The bank has offices in Peking and Canton and also operates a joint-programme, effective from January 1, 1986 and designed to provide a greater degree of autonomy for regional operations of the UK-based bank is the establishment of five divisions, each run by a senior unanger reporting to anager for Hermannian senior unanger for Herman

sions, each run by a senior Broadwood Park, a 62-unit resi-manager reporting to a chief dential development in eastern Hong Kong island. Since the Start of the year, the group has banking, commercial banking, sold two properties in London corporate banking, treasury and for a combined HK\$363m and for a combined HK\$363m and also raised HK\$164.5m through Mr Brown also said that a property sales in Hawaii.

#### Sumitomo Metal cuts

workforce SUMITOMO METAL Industries, a large Japanese steelmaker, said vesterday it is to cut its 27,000 workforce by 3,800 or 14 per cent under a three-year plan focussed on streamlining the steel division and an expansion of new businesses in-

cluding eletronics, Kyodo re-ports from Osaka. The 1986-88 plan calls for the transfer of 700 workers to new divisions and 2,000 to some 80 Sumitomo group companies. The remaining 1,100 will be shed through retire-

#### Early listing for NTT

ment.
The Ministry of Finance plans to sell up to 1.95m NTT shares in the fiscal year which starts next April. The TSE has decided to adopt a flexible approach in applying the "floating stock ratio" requirement which stipulates that the pro-

THE TOKYO Stock Exchange the time of listing.

(TSE) is to free the way for If this ratio is computed on (TSE) is to free the way for an early listing of Nippon Tele-graph and Telephone (NTT) shares following the sale of graph and Telephone (NTT) outstanding, a listing next year shares following the sale of would be impossible. As a repart of its equity, currently all held by the Japanese Governthe requirement by basing the

the basis of 15.6m NTT shares

calculation solely on the num-ber of NTT shares for sale. The Government is expected to unload part of its holding after the telecommunications company announces its first full set of annual results around

#### First Pacific to float Asian investment unit

FIRST PACIFIC, a Hong Kongbased merchant bank, is planning a public listing for a newly incorporated investment company, FP Special Assets, AP-DJ

reports from Hong Kong. FP Special Assets, which will invest in Asian property and securities is to take over the public listing of Wheelock Maritime International, a shipping company which went into liquidation earlier this year Shareholders of Wheelock portion of shares not owned by NTT, opened to competition the 10 largest shareholders must last April, has a national issued shares in FP Special Assets, as stand at 20 per cent or above at capital of Y780bn (\$3.85bn).

This announcement appears as a matter of record only.



## Nokia Corporation

U.S. \$125,000,000 Multiple Facility

Lead Managers

Citicorp Investment Bank Limited

Union Bank of Finland Ltd. 

Kansallis Banking Group

Citibank, N.A. ● Union Bank of Finland (Singapore) Ltd. ● Kansallis-Osake-Pankki Bank of America NT & SA • Banque Indosuez

Banque Nationale de Paris 

Banque Paribas 

Credit Suisse

Gulf International Bank B.S.C. • The Mitsubishi Bank, Limited National Westminster Bank Group • Skandinaviska Enskilda Banken

Swiss Bank Corporation International Limited

Tender Panel Members

BankAmerica Capital Markets Group • Banque Indosuez • Banque Nationale de Paris PLC Banque Paribas Capital Markets . Bayerische Vereinsbank AG

The Chase Manhattan Bank, N.A. . Chemical Bank . Citicorp Investment Bank Limited Credit Suisse First Boston Limited Dresdner Bank Aktiengesellschaft • Enskilda Securities The Fuji Bank, Limited • Gulf International Bank B.S.C. • Kansallis-Osake-Pankki

Union Bank of Finland Ltd. ● S.G. Warburg & Co. Ltd. ● Westdeutsche Landesbank Girozentrale

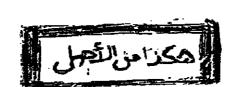
Merrill Lynch Capital Markets . The Mitsubishi Bank, Limited . Morgan Grenfell & Co. Limited Morgan Guaranty Trust Company of New York . National Westminster Bank Group Scandinavian Bank Limited . J. Henry Schroder Wagg & Co. Limited

> Discounting Agent for Sterling Bankers Acceptances Seccombe Marshall & Campion PLC

Agent and Tender Panel Agent Citicorp Investment Bank Limited

December 12, 1985

CITICORP INVESTMENT BANK



#### INTERNATIONAL COMPANIES and FINANCE

#### FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond is							
following are closin	g pri	ces for	Dece	mber	17.	nu 19	
U.S. DOLLAR				_			
STRAIGHTS	lesue	e Bid	Offer	Chang day	MCOF E OU	Ylekt	
Amev 103, 92	100	1021			+ 068		
Ames Credit 10% 80	100	104			+ 636		
Atlant Richfid 101, 00	250	101	101 12		+2	10.07	
Australie Com 11 95	300	109	100 2			9.46	
Australia Com 111, 06	100	10914		+ 012		9.96	
EP Capital 11's \$2	150	1057e			+ 014		
Campbell Soup 101, 95	100	1045					
Canada 11', 90	500	16834		+ 01g			
Canadian Pac 100, 93	100	1053a		+ 038		9.64	
Canadian Pag 121 <sub>2</sub> 99	75	110 %	111	+ 012		10.94	
CEPME 1018 91	100	102°a	1023		+ 14	8.30	
Chevron U.S.A. 1214 89	600	10512	106	+ 014		10.52	
Cricorp 10 B8	200	1023	10278	+ D3s		1.82	
Crucorp 10% 95	200	10034	10114	- 81g		18.43	
Coca Cola 113, 91	100	1021	108			9.75	
Denmark Kingdom 114 89	100	1057e	1063 <sub>R</sub>				
Denmark Kingdom 111, 90	100	10712	106	+ 814		9.25	
Denmark Kingdom 11 2 92	100	107%	186 'a	+ 636	+ 1%	9.74	
E.D F. 10 95	225	101 's	101 7 <sub>8</sub>	+ 638 -	+ 15a	9.71	
EEC 94 90	350	10112		+ 612 .		9.12	
EEC 11's 90 E.I.B 12'95	100	1057 <sub>8</sub>		+ 639 -			
Eli Lilly 104 92	200		11234		ŧ 2	5.72	
Export Dev Corp 10 90	150 100	1863 <sub>4</sub> 1031 <sub>2</sub>		+ 014 ·		9.22	
Export Dev Corp 12 89	100	10914		+ 039 -		2.57	
Fed Dep Stores 101, 95	100	1815			+ 81 <sub>2</sub>	178	
Ford Motor Cred 10: 91	15D	10350		+ 812 -		9.60	
Ford Motor Cred 11% 90	100	1056 <sub>0</sub>		+ 030 +		9.58	
Ford Motor Cred 12 95	100	10772	106	+ 872 1	+ 678	10.62	
Gen Elec Credit 1014 00	205		104	+ 835 +		9.74	
GMAC 101, 89	200			+ 04 1		<b>8.9</b> 5	
GMAC 101, 92	250	18258	10318	+ 65* +	+ 7	<u> 165</u>	
IADB 10:- 95	150	104	1041-	+ 914 1	+ 13 <sub>8</sub>	9.79	
IBM Credit 10% 2000	300		10414	- 612 +		9.83 ·	
Kellogg Company 10% 90	100		105	+ 179		9.41	
Kellogg Company 111, 92 L.T.C.B 127, 91	100 100		10578	+ 629 +		9.75	
Mitsui Trust 11% 90	400			8 + + 014 +		9.76 9.71 ·	
Nippen Cred Sk 10% 85	150			+ 630 +		9.51	
Pdisbury Co. 10's 93	100			+ 65 1		10.04	
Pru Realty secs 12% 95	546		mu	+ 818 1		10.20	
Qentas Airw 101- 95	140		1047	+ 025 1		9.60	
Quebec Hydro 11 - 92	100	16878	10939	+ 0% +	834	3.64	
Cueensland Govt 1014 95	100			+ 114 +		9.66	
Raiston Purma 113, 95	150			+ 65 +		18.13	
Raiston Purma 12% 89	100			+ 014 +		9.45	
Saskarchewan 102, 52 Saskarchewan 117, 83	100			+ 63g +		6.39 1.00	
Statof 10 90	100 170			+ 814 + + 82a +		1.99 1.95	
S Wales Tray 11% 90	150			+ 11a+		708 708	
Swed Exp Cred 10 92	100			+ 64 +		1.42	
C C C					:		

sues for which an adec	juate s	econda	цу п	arket exists. The
Texaco Capital 10 95	300	f 84	86	0 -4 12.76
Unuad Tech Fin 10 so	100	10312		+ 65 <sub>0</sub> + 11 <sub>0</sub> 9.69
Victorian Reo 11% 92	150	10812		+ 612 + 13a 9.53
World Bank 101 95	300		10374	
	200			
World Bank 12% 94		117		+ 07a + 17a 9.82
Average price	Gange U	n del I	e-Batt	M64 + a.8
DELTISCHE MARK				Change on
STRAIGHTS	bassed	Bid	Offer	day week Yield
Assan Dev Bank 8 94	200	1057a	1067	
Austria Republic 7% 94	200		10516	
Baxter Travenol 714 94	200	101 12		0 + 0 m 6.96
Copenhagen 73, 95	150	7023	103 14	
Credit Netronal 81x 84	200	1061-		+ 8% + 6% 7.00
Dow Chemical 64, 95	300	† 9572	49	+ 01a + 012 6.93
E.I.B. 714 94	300	10212		0 +03, 6.83
Eacom 8 92	150	9378		- 01 <sub>2</sub> - 07 <sub>8</sub> 9.26
Ex Im Bk Korea 7% 90	100	9934		6 - 61a 7,61
Ferrowe Dello Stato 6 91	100			+ 01g + 82g 7.03
Finland Republic 7 92	200	101		+ 01a + 014 E74
Gould Im Fin 7% 91	100	104	10412	+1 +112 655
fretand 8's 92	150	10334		- 014 - 01s 7.31
Japan Fin Corp 7% 81	100	10414	1863	+ 038 + 812 6.61
Mitsubishi Hvy 31, 89WW	300	164	16312	+ 444 + 815 -11.53
Mittaubishi Hwy 3½ 80XW	300	92		+ 63g + 81g 6.17
Mitsubshi Met 31 89WW	100			+1 +112 1.44
Mitsubishi Mel 3'n 89XW	100	89 1 <sub>8</sub>	<b>8</b> )'8	
Quebec Hydro 7 1 95	200	18212		D 0 6.72
Ranie 74 95	100	19212		- 0°0 0 7.33
Soc Cent Nuclear 714 95 Sociate Cent Nuclear 8 91	150 100	1901 <sub>2</sub>	787 686-1	- 012 - 912 7.13 + 014 + 028 6.78
Sth Airican Tran 75 92	100	91	91 ly	0 -85, 9.49
World Back 7 95	800		18134	
Average price				
SWSS FRANC				Change on
STRAIGHTS	kssed	Eld	Offer	day week Yield
Avon Cap Corp 5% 84			101	- 01 <sub>2</sub> - 01 <sub>4</sub> 525
Brit land Comp 6'> 99			185	+ 0 % + 6 % 5.99
Council of Europe 6 92				+ 812 + 1 5.44
Creditanstall 51, 94	100	100		+ B14 + 814 5.48 + 812 + 312 4.80
Doutsche Bk Fin 5% 95	100 ·		102 102	+ 012 + 112 4.80 + 812 + 814 5.60
E.I.B. 5% 94 Gen Occadentale 4½ 94			M2 1661 <sub>2</sub>	-0%+3 1.57
Grandale Fed.S&L 5½ 95				0 D 5.75
Ind Fund Fin 5% 94				+ 81 <sub>2</sub> 0 5.59
Int ~ Am Dev Bk 614 94			163	+01/4 - 1 5.74
M Zoniand stool 55. OR				+ 8 h + 8% 681

	Gelyr Tr & Rubber 71a B5	25	101/x 1023 + 01g + 834 6-80
	Mort Bk Denmark 7 92	10	100's 1013 0 + 6's 6.77
	New Brunswick 74, 95	10	102 - 103 + 014 + 1 6.72
_	Swed Exp Cred Zero 90	. 14	73 73 0 0 6.73
he	Antrage price	change (	hnday + 01g on week + 03g
76			C
•	OTHER STRAIGHTS	lesues	Çhangê en d Bid Olfer day week Yicki
į	Barclave Aust 12 90AS	50	913 <sub>8</sub> 923 <sub>8</sub> 0 - 01 <sub>2</sub> 15.10
1	Creditenstalt 12% 90AS	50	95 97 0 - 31 <sub>6</sub> 13.68
2	Papaico Cap Res. 13 90AS	50	103 to 104 to + 014 + 6/a 11.92
	Swed, Export Cred 13 88AS	40	962 9734 0 D 14.20
	Amex. 102, 90 CS	50	1023 1027 + 014 + 118 9.97
	Canadian Pac 10% 90 C\$	75	100 2 101 + 010 + 020 10.15
	CIBC 16% 90 C\$	75	† 1851 <sub>4</sub> 1002 <sub>4</sub> 0 - 3 10.59
k	Genstar Fin 114 95 C\$	75	1037, 1044 + 616 + 214 11.62
:	Montreal 1112 95 CS	75	195-34 19614 + 818 + 812 19.45
	Sears Acc. Co 10's 92CS	75	1 95-1 <sub>11</sub> 997 <sub>6</sub> + 01 <sub>8</sub> + 01 <sub>8</sub> 10,59
	Winnipeg City 10% 90CS	50	10858 164'8 + 0'8 + 0'2 851
i	Chrysler Fin Corp 17 90NS	65	922 <sub>8</sub> 937 <sub>6</sub> - 07 <sub>4</sub> - 1 19.24
	K.O.P. 164 91 NS	50	921 941+ +01++1 18.28
i	Krechetbank Lux 17 88 NS	70	9919 10019 6 - 812 18.90
1	Bayer Varsins 84; 88ECU	50	10034 10112 + 918 + 812 7.92
	Chrysler Fin Corp 9 92ECU Xerox Canada 812 90 ECU	75 40	9774 \$\$12 + 018 + 028 \$.37 \$374 \$912 + 012 + 028 \$.72
,	Henda Motor WW 31, 90FL	40 100	9월7』 9월1고 + 91고 + 03등 8.72 1057급 1067급 - 018 + 278 2.34
	Honda Motor XW 37, 90FL	100	901, 91 0 +11a 6.42
	Thyssen 7's 90 FL	50	103/a 104% + 03a + 0'2 6.20
	Wareldhave 7'2 90 FL	75	10230 1027s + 03s + 03s 6.80
<b>.53</b>	Wessanen 62₄ 90 FL	50	100°s 181's + 0'; + 0'e 6.52
-	Mobil Corp 11's 90 FF	500	10214 10234 + 016 + 014 1041
	Australia Comm 11 80 C	48	98'2 99'2 0 - 8'6 11.32 98'3 89'4 0 + 8'8 11.31
	E I.B. 11's, 93 C GMAC UK Fir, 10's, 90 C	50 30	963: 8914 0 '+ 83: 11.21 9714 973: + 01a - 614 11.19
	Imp Chem Inds 11's 95 £	30 75	3634 2914 6 - 018 11.41
	Imp Chem Inds 10% 92 C	75	9612 97 0 - 01a 11.44
	Micronalds 10% 90 E	40	99 14 995e 0 − 03u 11.03
	Mitsubishi Fin HK 1190£	50	9858 9818 8 + 618 11.29
	NSW Treasury 10% 92 E	50	56 86'2 0 + 0'n 11.43
	Privathanken 11's 92 E	20	100 100 ביס + 0 ביו 11.78 11.61 ביס + 0 ביץ 97
	Ramk Xerox 11 92 £ Royel ind KP4 92 £	40 60	97 97'2 0 + 01a 11.61 96 96'2 0 - 01a 11.56
	Ster Drug Cap 107e 90 C	30	99 99' 0 + 0'u 11.57
đ	Tricentrol XW 11 92 £	35	8315 84 6 + 0°3 12-12
•	Tsthouse Forte 11:s 90£	50	50% 98% 0 - 0% 11.50
	World Bank 114 95 £	100	991:, 1988 ē -01 <sub>8</sub> 11.27
	COE 8: 95 LF	600	10012 10112 - 1 + 2 8.71
	Next Lux Ahum 10 - 92 LF	600	102 1 103 1 + 0 1 + 0 1 5 9.80
	FLOATING RATE	_	
	NOTES	Spread	Bid Otter Cutte Copn Cytel
	Abbey National 5 2000 £	0.	993 <sub>6</sub> 895 <sub>8</sub> 1511 113 <sub>8</sub> 11.43 993 <sub>4</sub> 100 30/12 81 <sub>4</sub> 8.14
	BankAmerica O/5 51, 96 Bankers Trust 5 2000	O'a O	9976 100's 11/12 &44 &44
	BF.C.E. 514 99	Ö'e	100 to 100% 13/12 8's 8.73
	B.N P. 514 95	ŭ	101 4 101 1 1021 8.69 8.57
	B N.P 514 96 (July)	012	100 100 4 22/1 8 4 8.24
	BNP 51.99	מים	100 to 10
	Britannia 5 93	ĐΨ	9994 100 8H 1112 1151
	C.C.F 514 97	Đ	\$91 <sub>2</sub> 9974 544 8.06 8.09
			an- 4881 EM9 D44 C44
	Chase Man in 51, 2009	0.4	99°8 100°8 5/12 B.44 8.44
		O'e O'e	99'8 100'8 5/12 B.44 8.44 99'4 99'2 27'1 8.23 8.28 160'8 160'8 1144 8'2 8.44

CONVERTIBLE BOXIDS	Cav. dala	Cov. price	Bid	Olier	Chg. day	Pre
Average pri	ce chang	e Dn day Ø	OU ACE	£ + 01	6	
United hingdom 5 52	0	108				8.05
						8.59
						11.5
Royal Bit Scotland 5 Perp						2.41
Nationest Purp B 5 v S						8.60
Nat West Perp A.St., S						823
Midlard Bank Prep 5						8.1D
						7.96 8.25
	-					8.44
						8.36
						7.90
Credit Lycomais 5 00	0	196 'a			7.94	7,92
	E E.C. 5-99 In Cluster State Prop. Man - Harmer 5-97 Maddard Bank Prop. Man - Harmer 5-97 Maddard Bank Prop. 5 Nat West Prop. 8-51, S Nat West Prop. 8-51, S Nat Mest Prop. 8-51, S Nat	FEC 598 0 FINEL 520 05 FINEL 520 50 FINEL 52	### SEC 5.90	### ENEL 5.20	### EN EL 5 20	ERC 590 0 99° 99° 17 7.34  ERC 590 0 99° 99° 17 7.34  ERC L 520 0° 100° 100° 100° 2822 8.49  Lovds 8an Perp 0° 100° 100° 100° 2822 8.49  Lovds 8an Perp 5 0° 100° 100° 100° 2822 8.49  Mathad Bare Perp 5 0° 100° 100° 100° 100° 100° 100° 100°

CONVERTIBLE	Cav.	Cov.				Çbg.	_
BOLIDS	dafe	price	•	Ш	Olier	day	Prem
Appendes 3.99	4.54	1653 64	4 1	28	129	+ 0%	
Conicasa 7 2960	12:65	23 875	† 1	09	110	- 1	6.14
Farue 31, 58	154	7032.3		12 %	2045e	- 812	61.00
Fuji Hay Inds 3 2000	P/15	676		45	<b>95</b> 5π	- B1 <sub>4</sub>	1.01
Funica 3 0a	5.81	1320.9	1	02 1 <sub>8</sub>	109 la	- 13	10.51
Kumanai Gumi 31- 2000	3.85	600		79 a	18078	+ 374	11.49
Marin Cty 59	7/94	1162	1	50 °a	151 8	- 032	-277
Misubishi Bank 2°s 50	6.25	1768	9	9 -	105 4	- 83 <sub>8</sub>	-1.37
Micsabishi Elec 2 e 00	3.85	422	1	63 a	1047a	- D12	-260
Mura a 2 . 300	7:84	2338		38	131 14	- 132	18.79
Nipson Elec 2%, 2000	1/55	1235		2	125	- 032	64.B2
Niegen Cal Co 3 2000	5/85	923		<b>18</b> 34	10934	- 012	- 1.20
C4) Elector 3 × 93	12:54			3 .			-253
Sekcui House 3 99	5.64	612		9.	1581a	+ 0%	
Surnicimo Bank 21, 2000	8.95	2142		51 <sub>8</sub>	97°n	- 114	0.50
Summermo Corp 21: 50	5.84	593		13 -	140 m	- 01g	0.51
Tano Yuden 31, COD	3.55	1078	<b>+</b> 11		114	+1	
Targes Risen 3: 2000	10:84	7663	÷ 10		108	- 012	2.51
Tokyo Sanyu Elec 2 - 99	1.754	772		и.	102	- 612	1.25
Tothero Ceramics 3 2000	- 95	1734.2	10	4	181 1 <sub>4</sub>	- 017	4.35
Notion Cit Co 24, 52 SF	3.34	1052	t ti	יי ע	103 12	+ 27g	19.88
Rippon Shinpan Co 2 90 SF	3:5:	EQ1	į 11	3	11312	+ 01 <sub>8</sub>	
ASIS: 5 52 DH	12/83	500	16		109	- 012	
Renown Divi 90 DM	3:85	675		<b>K</b> '4	10514	+ 0.74	
Sum Realty 614 92 DM	283	333	† 41	212	41312	+ 19 1 <sub>8</sub>	-0.17

† Only one market maker supplied a price.

imalgin Bonds: The yield to redemption of the sald-strice, the emberat issued is in millions of currency water except for Yea bands where it is in ballions. Change on water – Change over price a week eather.

propertible bonds: Decominated in dulin's unless otherwise indicated Chy day

— Charge on day Con. dote — First date for conversion and shares. One price

— Normal arcumt of local per plante expressed in currency of share at conversion state front at stock. Prem — Percentage prismom of the convent effectives price of acquiring shares we like hond over the most recent price of the

© The Financial Times Ltd., 1985. Reproduction in whole or in part in any form not percented without written consent. Data supplied by DATASTREAM inter-

#### Texas Air renews offer for TWA

N.Zeeland steet 54, 95 Oberos Kirkt 59, 85 Otivetti Inti 51, 95 Pepeico 51, 95 Reiston Purina 54, 94 Santos Finance Ltd 6 94 Tokyo Herropolis 51, 94 World Bk 54, 94

BY OUR NEW YORK STAFF

Applied.

00

7.74 y

1 10

Die all unit

12 (6

by Mr Carl Icahn, who is struggling cost savings for TWA comparable to to mount the finance to complete those agreed by Mr Icahn. It would

his merger agreement with the lass accept stock and profit-sharing transatlantic airline.

According to TWA, Texas Air says it would be willing to enter into a merger transaction at a price of \$22 a share in cash and make a cash tender offer for 51 per cent of the shares as soon as a merger agree—by Mr Icahn. It would the will be in convertible preferred stock.

Earlier this year Mr Icahn topped a bid from Texas Air for TWA.

TWA confirmed last week that it was discussing with Mr Icahn a possible amendment to the merger Continental Airlines. It was outbid by People Express.

TEXAS AIR, the low-cost US carrier, has renewed its takeover offer for TWA in a move which will put pressure on the investor group led ment was completed.

Texas Air added that it would be required in raising the necessary finance, Mr Icahn is believed to be with TWA's labour unions, seeking to reduce the cash element in three months ago. Because of different culties in raising the necessary finance, Mr Icahn is believed to be trying to reduce the cash element in trying to reduce the cash element in his \$24 a share offer for TWA from \$19.50 to about \$14 to \$15 a share.

#### Massey plans major restructuring

BY BERNARD SIMON IN TORONTO

Canadian farm equipment and inequal to a loss of 2 cents a share, in dustrial machinery manufacturer, the same period last year. Third-plans to recapitalise its loss-making quarter sales rose from \$359m to North American combine harvester \$380m.

MASSEY FERGUSON, the ailing months to October 31, from \$4.4m, antee Department are preferred Canadian farm equipment and inequal to a loss of 2 cents a share, in shareholders in Massey as a result

The combine harvester division

has been a big drain on Massey, losand foundries division as a privately held company. The sweeping reorganisation aims to strengthen the

Mr Victor Rice, chairman, said
the company planned special shareholders' meetings early next year to
Under the restructuring plan the

company's financial position.

The group disclosed some details of the planned restructuring at the same time as an announcement of increased net earnings of \$8.1m, equal to 1 cent a share, in the three and Britain's Export Credits Guar
order the restructuring plan the combines division will be turned in to a private company in which Massey will own a minority interest of 49 per cent, with the balance held by the company's creditors and other combines division will be turned in to a private company in which Massey will own a minority interest of 49 per cent, with the balance held by the company's creditors and other combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring plan the combines division will be turned in the planned restructuring the combines division will be turned in the planned restructuring the combines division will be turned in the planned restructuring the combines division will be turned in the planned restructuring the combines division will be turned in the planned restructuring the combines division will be turned in the planned restructuring the combines division will be turned in the planned restructuring the combines division will be turned in the planned restructuring the planned restructuring the planned restru

#### ...one of the industrial success stories of the 80's.

If you've got a self-build project in mind, here's what's on offer.

- ★ A park-like setting at the head of the Dee Estuary, seven miles west of Chester and minutés from the M56
- ★ Flat fully-serviced freehold sites at around £30,000 an acre.
- \* Full site information and guidance from our consulting engineers.
- ★ Development Area Status and finance from Europe, WDA and BSC Industry.
- \* Newtech offering comprehensive support for industrial innovation

The ideal location: close to Manchester International Airport and central for the whole of

Great Britain — what more could you ask for? Get the full facts from Deeside Enterprise Trust. Call Peter Summers now on Chester (0244) 815262.

DEES DE ENTERPR SE

#### **EMPIRE OF AMERICA** FEDERAL SAVINGS BANK U.S.\$125,000,000

Collateralized Floating Rate Notes, Series A due December, 1995

In accordance with the provisions of the Notes, notice is hereby given that for the initial Interest Period from December 17, 1985 to June 17, 1986 the Notes will carry an interest rate of 83 16% p.a. The interest payable on the relevant interest payment date. June 17, 1986 will be \$4139.24 per \$100.000 principal amount of Notes.

By: The Chase Manhattan Bank, N.A., London, Agent Bank.

December 18, 1985

4 <u>-</u> CHASE

This announcement appears as a matter of record only. These Securities have not been registered under the United States Securities Act of 1933 and may not be offered or sold in the United States or to United States persons as part of the distribution.

## Standard Chartered PLC (Incorporated with limited liability in England)

### Standard & Chartered \$400,000,000

Undated Primary Capital Floating Rate Notes (Series 3)

Standard Chartered Merchant Bank

Goldman Sachs International Corp.

Credit Suisse First Boston Limited Salomon Brothers International Limited BankAmerica Capital Markets Group Banque Nationale de Paris

Crédit Commercial de France **Barclays Merchant Bank Limited IBJ International Limited** Dresdner Bank Merrill Lynch Capital Markets

Mitsui Trust Finance (Hong Kong) Limited The Nikko Securities Co., (Europe) Ltd. Nomura International Limited Orion Royal Bank Limited Shearson Lehman Brothers International

S. G. Warburg & Co. Ltd. Banque Bruxelles Lambert S.A. Chuo Trust Asia Limited

Wood Gundy Inc. Chase Investment Bank

Crédit Lyonnais

Manufacturers Hanover Limited Mitsubishi Trust & Banking Corporation (Europe) S.A.

Swiss Bank Corporation International Limited

Sanwa International Limited The Taiyo Kobe Bank (Luxembourg) S.A. Toyo Trust International Limited

Westdeutsche Landesbank Girozentrale

Morgan Stanley International J. Henry Schroder Wagg & Co. Limited **Bank of Tokyo International Limited** 

**Banque Paribas Capital Markets Limited** Daiwa Europe Limited LTCB International Limited

Mitsui Finance International Limited Samuel Montagu & Co. Limited

Sumitomo Finance International Tokai International Limited

Yamaichi International (Europe) Limited **Chemical Bank International Limited** 

Girozentrale und Bank der österreichischen Sparkassen Mitsubishi Finance International Limited

> Österreichische Länderbank Sumitomo Trust International Limited Takugin International Bank (Europe) S.A.

Yasuda Trust Europe Limited

Generale Bank

This announcement appears as a matter of record only. These Securities have not been registered under the United States Securities Act of 1933 and may not be offered or sold in the United States or to United States persons as part of the distribution.

\$200,000,000

## The Bank of New York Company, Inc.

Floating Rate Subordinated Capital Notes Due 1997

Goldman Sachs International Corp.

Morgan Stanley International

BankAmerica Capital Markets Group

Bank of Tokyo International Limited

**Banque Paribas Capital Markets Limited** 

Credit Suisse First Boston Limited

**IBJ** International Limited

Mitsui Finance International Limited

Fuji International Finance Limited

Union Bank of Switzerland (Securities) Limited

Standard Chartered Merchant Bank

Morgan Guaranty Ltd

N. M. Rothschild & Sons Limited

The Taiyo Kobe Bank (Luxembourg) S.A.

Banque Nationale de Paris

Commerzbank Aktiengesellschaft

Bank Leu International Ltd

Fuji International Finance Limited

Merrill Lynch Capital Markets

Samuel Montagu & Co. Limited

Nippon Credit International (HK) Ltd.

Shearson Lehman Brothers International

Sumitomo Finance International

Union Bank of Switzerland (Securities) Limited

#### UK WHITE PAPER ON BANKING SUPERVISION

## Changes needed to maintain confidence in system

EFFECTIVE SUPERVISION is private sector, and members essential to maintaining confidence in the banking system, Mr Nigel Lawson, the Chancel-lor of the Exchequer, says in his foreward to the White

of Johnson Matthey Bankers has pointed up the need for improvements, "the rapidly-developing nature of banks and the more important to address these weaknesses speedily and effectively, without at the same time hobbling British banks with excessive regulation,"

The White Paper proposes both legislative and non-legislative changes to reinforce stops already taken by the Bank of England. It has also been framed as part of broader interlocking proposals for build-ing societies and financial ser-"It is essential that, taken logether, the new arrangements provide effective supervision, capable of dealing with the whole of the rapidly changing financial services sector, and with every individual group and company within it."

The measures will also help combat "the cancer" of financial fraud. Mr Lawson says.

The background. Rapid changes in financial markets are prompting major reviews of banking practices in many countries. But while the countries. primary role of the banking supervisor is to minimise the risk of loss for depositors, the Government is keen to avoid creating a heavily and precisely regulated system. The proposals take into account the recommendations of the Review Committee set up under Mr Robin Leigh-Pemberton, the Bank of England Governor, after the Johnson Matthey affair. The Government aims to bring in a Banking Bili to reform the 1979 Banking Act as soon as posible.

Board of Banking Supervision. The White Paper's

main recommendation is the creation of a board within the Bank to help the Governor with his banking supervisory duties. Members of the board will be appointed by the Governor, with the agreement of the Chancellor. Membership will consist of the Governor and Deputy Governor and the executive director of the Bank responsible for banking supervision, as permanent ex officio members: together with five other members selected from outside the Bank on the basis of relevant skills and experience. It is envisaged that membership will include senior bankers, either advice. But if he were to do recently retired or having no so, he would have to inform the executive responsibilities in the Chancellor.

with legal and accountancy qualifications. Members will serve for a fixed term, and will be remunerated by the Bank.

The annual report to the Chancellor, which is made by the Bank under Section 4 of the Banking Act and laid before Parliament, will include a separate section by the Board giving an account of their work over the previous year and expressing their views on current issues within the field of issues within the banking supervision.

The areas on which the board will provide advice to the Gov-ernor are the following:

Broad issues involving the supervision of institutions authorised under the new hanking supervisory legisla-

tion. This will include reviewing papers prepared by the Bankdevelopments concerning the main principles of banking supervision, such as banks' capital adequacy and • The development and evolu-

tion of supervisory practice. Much of the work of the supervisors consists of translating the principles of bank-ing supervision into practical rulings. Flexibility of treat-ment to take account of individual institutions cirrecumstances has to be reconciled with even-handedness and "level playing fields." The board will receive periodic reports from the Banking Supervision Division of the Bank on developments of the Bank on developments in its rulings and decisions affecting individual institu-

tions.

The administration of the new banking supervisory legisla-

The board will review regular reports from the Banking Supervision Division describing the way in which it is administering the new act and referring to its treatment of individual cases.

ported, from time to time, to the board for their views. The hoard will offer guidance.

board's outside members, the limited to £50,000.

Relationship heterost the power to disregard their

Other changes at the Bank include establishing a standing committee on banking supervision, and the appointment of an executive director with specific responsibility for banking supervision. The construction ing supervision. The supervision department has also been streamlined and enlarged.

The Two Tier System. The of the live liver system. The distinction between recognised banks and licensed depositakers created by the 1979 Banking Act is to be abolished, and replaced by single authorisation criteria.

The Banking Act requires that "the business (of a recognised bank) will be carried on with integrity and prudence and with those professional skills which are consistent with the range and scale of (1ts) activi-ties." Licensed deposit-takers must conduct their business pru-dently, and be owned, directed and managed by fit and proper persons. The Government accepts the Review Committee's recommendation that the sense of both these requirements be combined in the new legislation and applied to all institutions.

Two of the additional requirements presently required for recognised banks will be dropped from the unified autho-risation criteria. There would be no point in requiring all authorised institutions to pro-vide a wide range of banking services. And to insist on high reputation and standing in the financial community would have the effect of debarring new deposit-taking companies from

It will continue to be a requirement for authorisation that at least two individuals effectively direct the business of authorised institutions.

Licensed deposit-takers are currently required specifically to have adequate capital and liquidity for their operations and adequate provisions for bad debts. Recognised banks must also observe these criteria. though the criteria are spelt out in the statute less explicitly. In The structure, staffing and training of the Banking Supervision Division.

Progress on the proposed changes in the current numbers and training of supervisory staff will be reported from time to time to adequate accounting records. adequate accounting records.

Institutions will need minimum net assets of £1m to operate as a bank, and issued capital of £5m if they want to If on any occasion he disagreed with the views of the board's outside members of the board's

visors and auditors. Auditors will be required to play a appreciater role in supervision.. The



Nigel Lawson: combat cancer

introduce the following arrange-

 The new logislation will require that authorised institutions should maintain appropriate books and records and internal control systems, and that (regular and ad hoc) reports by accountants to the supervisors on the adequacy of such control systems and on other matters specified by the Bank should be made. The Bank will be empowered to require that banks obtain reports from accountants on their internal controls and other matters which the auditor can properly expected address; and that prudential statistical returns to the supervisors be examined periodically external. qualified accountants. For UK registered banks, the accountants con-cerned will normally be the bank's auditors. In the case of

which are not required to have auditors under the Companies Act. other arrangements will have to be made. • The Bank will be empowered to require supervised instituaccountants to carry out the undertaken by the accountant

branches of foreign banks,

described above, if for any reason it is not satisfied with the work already carried out. made to require an auditor to effectiveness of banking super-notify the Bank if he decides to vision, resign or not to seek re-election. or concludes that he should qualify his report on the bank's accounts; and to require a bank

proposes to terminate the appointment of its auditor; will be required to play a appointment of its auditor; tions, they have decided to greater role in supervision. The Existing confidentiality make it a criminal offence Government now proposes to restraints on both supervisors knowingly or recklessly to

The Government is keen not to undermine the relationship between a bank and its auditors but it wants to provide in exceptional cases—such as suspected fraud—for direct con-tacts between auditors and supervisors without the knowledge of the supervised institution. Though it is prepared to legislate for this, it supports the Bank's efforts to agree non-statutory guidelines instead. These are set out in an annexe laying out the duties and responsibilities for auditors to

Bilateral exchanges between the supervisors and the auditor.
In exceptional circumstances
the auditor may consider it
necessary to hold a meeting
with the supervisors or to provide information to the supervisors without the knowledge of his client.

disclose information to super-

In all cases, before initiating a bilateral exchange with the supervisors, the auditor should consider whether there is a non-executive director or senior manager, or a controlling share-holder, who could appropriately attend the meeting and, if so, he should advise both the director or other party and the supervisors.

Bilateral meetings/exchanges will take place only when to make the client aware of the meeting/exchange (and of the likely subject matter) could be expected to damage the interest

of depositors.

Examples of such exceptional circumstances would be: (a) where the auditor had reason to believe that fraud or other misappropriation had been or was about to be committed by the directors of the client bank; (b) where the auditor believed that an individual controller was acting, or likely to act. in an irresponsible or reckless manner with respect to the

Prudential information and statistics: The Government believes that the prompt and accurate reporting of prudential information and statistics Statutory provision will be is of central importance to the

They are confident that most institutions will continue to fulfil their duties conscienti-But: to reinforce the notify the supervisors if it Bank's existing powers to deal with less scrupulous institu-

and auditors will be removed to the extent necessary to facilitate these arrangements;

Oualised privilege should attach to communications between auditors and supervisors.

provide information to the supervisor which is false or misleading in a material particular. This would apply particular. This would apply equally to information provided under a statutory requirement and to information provided to the provide voluntarily for the purposes of hanking supervision.

Concentration of lending and large exposures: The Govern-ment believes that the issue of individual exposures to non-bank customers is of sufficient importance to justify statutory hacking It therefore proposes that the new legislation provide for rules requiring automatic notification of any exposure to an individual customer in excess of 10 per cent of a bank's capital base. Exposures in excess of 25 per cent of capital hase will require prior notifica-tion to the supervisors.

Failure to comply with the requirements will cast doubt on the prudence of a bank's management and on the adequacy of its control systems; and serious breaches could lead to revocation of its authorisa-

Confidentiality and disclosure information: The Banking Act's restrictions on disclosure by the Bank of England of information obtained in the course of supervision need to he amended. This is to enable the dialogue between supervisors and auditors and to enable the Bank to disclose information to other departments of Government except the revenue department — where it considers it to be in the interests of depositors or in the wider public interest.

It is also to facilitate an exchange of information between supervisory authorities, given the growth of financial

reclprocal access for UK institutions to countries whose institutions establish themselves in the UK, and the Treasury will have power to cancel banking authorisations to eliminate imbalances in commercial oppor-tunity. Further powers in this area will be contained in the forthcoming Financial Services

Appeals: Decisions on appeals against the Bank's rulings will be taken by a tribunal rather than—as now—by the Chancel-lor. The White Paper also makes proposals affecting procedures for changes in control of banks, reinforcing the deposit protection scheme and several other minor matters. Banking Superrision. Command 9695. HMSO £4.30.

### Supervisory regime likely to be sterner than foreshadowed

THE BANKING Supervision White Paper comes at an exceptionally turbulent time for UK banking, what with Johnson Matthey Bankers, Big Bang and the allegations of fraud flying around the City.
So it is not surprising that
Mr Nigel Lawson, the Chancellor, wants to legislate tougher powers for the Bank of England and tighten the Governor's accountability to him person-

ally.
Altogether, it points to a somewhat sterner supervisory regime than had been fore-shadowed in the Bank's own consultative papers earlier this

On the other hand, the proposals fall short of creating the all-embracing regulatory regimes adopted by many countries; they aim to preserve the flexibility of the UK system, which is seen as its great strength. The debate over the proposals is bound to centre on where the balance between toughness and flexibility should

The White Paper should be read in a broad context. Although the whole review of UK banking supervision was triggered by the Johnson Matthey debacle, there was also a case for re-examining the 1979 Banking Act in light of the enormous changes which have occurred in the banking industry in only six years and which are likely to continue as the City Revolution gathers pace and banks take on a new

There is also an international dimension. The Bank is taking onglomerates.

Overseas banks: Regulations
covering representative offices
of foreign banks are to be
strengthened. The Government
is also concerned about
reciprocal access for UK banks an obvious reference to Japan where the banking market is notoriously restrictive.

The broad aim of the White Paper is twofold; to boost the Bank's supervisory role with fresh statutory powers, many of which it would hope not to have to use except in extremis; and to enable it to co-operate with other supervisors to keep tabs on the new multi-faceted bank-ing-securities conglomerates being formed.

The banking bill will be designed to dovetail with to-morrow's Financial Services Bill covering the investment staff might also have been industry and new legislation quicker to spot trouble. But as proposed for the building the White Paper says: "The societies.

supervisor cannot, and should

David Lascelles on the Chancellor's plan to give tougher powers to the Bank of England

lie to or mislead the Bank of England — all part of the Government's promised crack-down on fraud. The Bank will also get new powers to obtain information from banks, especially about their big exposures, and additional resources to inspect them more

Bank auditors will be drawn into the supervisory process as auxiliaries. The Government has decided not to impose a statutory obligation on them to tell the Bank of serious wrongdoing. But Mr Lawson made it clear yesterday that legislation would be forthcoming if the auditors and the banks fail to agree on guidelines for report-ing fraud or recklessness. Given this threat, agreement seems

likely.
While the Bank will get new wante the Bank will get new weapons for its armoury, its enlarged powers will not go entirely unchecked. The big sur-prise—the creation of a Board of Banking Supervisionlike a Treasury attempt to sub-ject the Bank itself to a measure of supervision. It cer-tainly makes the Governor more accountable and must be designed to appease the many critics of the Bank's policing of the City.

The White Paper received a broad welcome from bankers and accountants last night suggesting that the Treasury has found a middle road on the most contentious issues, mainly the role of auditors and the new definition of a bank-bankers feared it would debase the word. Whether it would have prevented another Johnson Matthey is another matter.

last year JMB's executive would have run a severe risk of criminal proceedings for giving misleading reports to the Bank and breaching the new limits on large loans to individual bor-

with luck the Bank's enlarged The steel in the White Paper not, guarantee that banks never lies in the criminal sanctions fail."



## I require worldwide acceptance from my Card. And I get it.



All these securities having been sold, this announcement appears as a matter of record only



#### DEN DANSKE PROVINSBANK A/S

U.S. \$60,000,000

Floating Rate Capital Notes 2000

(Partly subordinated on issue with the right to subordinate in full)

S.G. Warburg & Co, Ltd.

Bank of Tokyo International Limited

Deutsche Bank Capital Markets Limited

Sumitomo Trust International Limited

**Hambros Bank Limited** 

Merrill Lynch Capital Markets

Morgan Guaranty Ltd.

Union Bank of Finland Ltd.

**Banque Paribas Capital Markets** 

Dresdner Bank Aktiengesellschaft

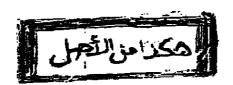
Kansallis Banking Group Mitsubishi Finance International Limited

Sumitomo Finance International

Swiss Volksbank

Union Bank of Switzerland (Securities) Limited

Yamaichi International (Europe) Limited



· <u>:</u>

Deserties 18 18

Peter Marsh on efforts to produce more powerful integrated circuits

## UK is etching towards chip of tomorrow

A GROUP of UK electronics University concerns is borrowing the latest ideas from plasma physics to devise machines that will turn out the next generation of

microchips.
The organisations are led by Plasma Technology, a small company in Wrington, near Bristol. They are attempting to solve a key problem that threatens to hold up the race by the world's electronics industry towards making integrated circuits in which the distance of the solution of the distance between adiacent circuit elements is less than micron.

The research involves plasma etching, scything away micro-scopic slivers of material to open up gaps in the thin layers of semiconductor from which integrated circuits are made. A plasma is an array of highly reactive ions in gaseous form.
In the work, the British team is using a range of techniques to increase the activity of the

plasma to cut holes more selectively and faster. Working with Plasma Technology in the £1.3m programme, which is backed by the Government's Alvey project in advanced electronics, are re-search groups at GEC, Plessey, Ferranti and Southampton

THE BRITISH work attempts

to overcome a well-known

problem in plasma etching that is holding up the drive

to make chips in which cir-cuit elements are crammed

In plasma etching, the ions

not only cut downwards to make the hole but also reach

sideways. This second action enlarges the hole beyond what

it required, upsetting the chip's horizontal geometry.

For holes with dlameters more than about 1 micron.

the sideways action is un-important. The extra material

cut away is insignificant com-pared with the relatively

Company Notices

Advice has been received from touto that payment of a Cash Divi-dond of ven 5.50 per share has been made for the six months period ending 30th September 1985.

RESIDENTS OF THE UNITED KING-SOM will receive payment in sterling converted at the rate of exchange ruling on the day of presentation of the Coupons.

the Coupons.

RESIDENTS OF THE FOLLOWING
COUNTRIES who are tablect to deduction of Japanese withholding Tax attion of Japanese withholding Tax atant devidend of SO, 1146 per Deposicary there after deduction of Withholding Tax amounting to SO, 2022.

Australia. Beigium, Cauada. Denmark. Fioland. France, The
Federal Republic of Germany.
Italy, Malavsia. The Netherlands.
New Zesland. Norway. Singators. Sweden. Swritzerland. The
United States of America.

EGRE. Sweden, Switzerland. The United States of America.

RESIDENTS OF ALL OTHER COUNTRIES (EXCLUDING THE REPUBLIC OF KOREA) who are subject to deduction of Japanese withholding Tax at the full rate of 200, will receive a set dividend of 30.1078 per Desoults-visited. After the country of th

DING TAX AT THE TOWN POOR TO THE STATE OF TH

of the owner to taim from the Jabase to Tax Authorities any return to which he is entitled mod.DERS OF BEARER DEPOSITARY RECEIPTS (8.D.R.'s) wishing to claim this dividend should present Courses No. 44 at the offices of any of the introvince—

Hill Sangel & Co., Limited. 45. Beech Street. London, EC2P ZLX (Where lodge ment forms are available.)

Benk of Tokyo Limited. 4-8. Rue Sainte-Arms. PARIS 1. FRANCE.

Rank of Tokyo Limited, Avenue des Arts 47-49, 1040, Brussels.....

Bank of Tokyn Limited. Satherland House, 3. Clater Ross. Hong Kons.

1 Markets

Fire with the

تنونن وس

لمتعانية للمتناه

Catalan Indiana

فنتقط فغنز لا

Bank of Tokyo Limited, Immermenstrasse 43, 4000, Dusseldorf 3, Federal Republic of Germany

- AMPAN-TATER - - -

large size of the hole.

closer together.

The work is concerned with a relatively new form of plasma research called reactive-ion etching. This produces cleaner cuts in the semiconductor layers than the older technique. The drawback is its slowness. As a result, it is used mainly as a research tool rather than in full-scale semiconductor

production.

By speeding the procedure, the UK researchers think re-active-ion etching could supercede conventional plasma etch-

World sales for plasma hardware for semiconductor industry are

gain a technical lead in the plasma-etching industry. The latter is dominated by US con-cerns such as Applied

PLASMA (HOT KINISED GAS) CUTS AWAY SIO, IN PLACES PLASMA PULLED THROUGH GAS CHAMBER BY DEFFERENT NOT COVERED BY RESIST ARRANGEMENT OF ELECTRODES TO GIVE "CLEAN" CUT CHEMICAL SILICON PLASMA CUTS HORIZONTALLY INTO SIG DUE TO UNWANTED "SIDEWAYS" ACTION

Materials, Tegal and Plasma-World sales for Plasma hardware for the semiconductor in-dustry are put at £400m a year. The figure covers both plasma etching and the related activity

of plasma deposition, in which, instead of cutting away holes, the machines build up layers by "growing" atoms on to a surface.
Plasma machines cost any-

where between £50,000 and £500,000. In plasma etching, streams of ions from a gas such as carbon

tetrachloride react selectively with segments of the semicon-ductor layers to produce a series of neatly cut holes. The layers themselves are made from materials such as silicon dioxide or silicon nitride. The segments to be cut away are defined by an earlier prochemical called a photoresist is deposited in specific places on top of the layer. As a result, those segments not protected by resist are susceptible to

> Plasma etching bas surpassed expectations of most electronics engineers

action by the plasma. The gaps in the material are later filled in with conducting substances such as metals to channel electricity between dif-ferent layers. The latter are built up on top of each other in a sandwich arrangement to form the complete microchip.
Plasma etching has sur-

passed the expectations of most electronics engineers since it was introduced in the mid-1970s. With the process, technicians can produce, in a layer of material 1 micron thick, holes that have a cross section of 1-2

The diameter of these holes corresponds roughly with the distances between adjacent circuit elements on the chip. The most modern devices can contain up to 1m transistors packed onto a slice of material half a centimetre square.

In most chip companies, the plasma process has taken over from the older procedure of "wet" etching, where liquids do the work of cutting away material. Wet etching has been discarded because it canno form holes with the fine precision required in today's

## formation. • Confining the plasma in a magnetic field: this stops ions from bumping into the walls of the chamber, picking up electrons and becoming converted back to uncharged

molecules.

Using high levels of electrical power in the oscillating current: the researchers are experimenting with pulses of about 25 kW which are switched on for very short periods of one thousandth of a second. This procedure, which replaces the steady which replaces the acety discharge of current in con-ventional plasma machines, injects extra energy into the gas over very short times to aid plasma formation.

rise of Plasma **Technology** had a mercurial rise since it itself with the success of the started business four years ago machines. It sold 200 in three

The rise and

ment concern in the Bristol Mr David Carr and Mr John Ball, both ex-employees of Electrotech, obtained a £50,000 overdraft to start the company.

Its first premises comprised a garage in Banwell, a village near Bristol. The company, which employs 60 people, had annual sales of £3.2m in the year ending in October. A substantial propor-tion of the figure represents

profit, says Mr Carr, who pre-dicted that annual sales should rise to £6m in 1985-86. He and Mr Ball are joint managing directors of the concern owning half the shares each.

A third of Plasma Tech-

nology's staff work in research and development. The founders realised early on they had to fight hard to compete with the big US and Japanese companies that dominate the world's semi-conductor-equipment business, which is worth about £2bn a

The route chosen, says Mr Carr, was to try to spot open-ings in the market that the companies had over-This policy has manifested it-self in several ways

• Emphasis on research: the drive into reactive-ion etching, a technology that has yet to take root in the mainstream plasma business, is one example of this innovative approach. Plasma Technology is involved in three other collaborative projects under the Alvey programme, all of them geared to improving on current tech-niques to use plasmas in either etching or deposition in semiconductor processing.

 Development of new product "niches": Plasma Technology's first products were small machines to turn out low quantitles of chips, customised for laboratories. The devices cost £10,000 and process 10 semi-

The hardware plugged a gap in the market. In the early 1980s, few plasma machines could be bought for anything less than about £50,000. They would normally produce 30-50

as a "spin-off" of Electrotech, years, virtually all to European another semiconductor-equip-semiconductor companies,

• Move to novel forms of semiconductor processing: for future products, Plasma Technology plans to emphasise not just research hardware but machines geared to turning out produc tion quantities of

It aims, however, to concennowerer, to concentrate on plasma techniques needed not for processing silicon (which dominates the world's £18bn-a-year semiconductor business) but novel types of semiconductor, gallium arsenide and electro-optical devices for instance.

Mr Carr said: "The long-term pay-offs could be considerable. We have uncovered a whole range of applications not addressed by the better estab-lished semiconductor-equipment companies, which have found they can make enough money concentrating on orthodox

"Joint ventures: the company has established a collaborative programme with Edwards High Vacuum (a division of BOC) to make plasma machines for turning out solar cells based on amorphous silicon. The latter 1. a relatively disordered form of the element which promises great growth potential, not only in photovoltaics but in new forms of silicon switching devices.

Plasma Technology is also trying to make headway in selling products to the US through a joint venture with Micro science of Boston,

In its policies, Plasma Tech-nology is emulating to a large degree the attitudes of Electrotech, the company from which it evolved. Electrotech was started in 1968 by five engineers from STL, the research arm of the telecommunications com pany STC and home of many of the initial scientific studies in the principles of plasma etching.

Electrotech, based about 18 miles away from Plasma Tech-nology in Littleton-upon-Severn and with annual sales of about 25m, is "basically engineering-driven," says Mr Frank Keeble, the technical director and one of the founders.

Look at

FOR REFURBISHMENT

#### 'Intelligent' robot plan by Eureka partners

A SET of "intelligent" mobile robots for applications such as fire-fighting could be among the first (angible pro-ducts to emerge from Western Europe's Eureka programme.

Dornier of West Germany, Matra of France, Casa of Spain and Switzerland's SCEM are proposing a joint project to develop such robots. The machines would incorporate TV cameras and sophisticated computers to analyse what is going on around them. around them.

Other jobs could include rescuing people from disasters such as earthquakes and act as unmanned vehicles to carry objects across rough country-side.

Dorpier says it has pre sented an application for funds to the West German research and technology ministry. West Germany is among 18 European countries co-ordinating the Eureka project. So far the nations have agreed 10 projects involving collaborative ventures from different countries.

Dornier, an aerospace com pany owned by Daimler Benz, has proposed three other ideas for Eureka projects.

These include plans to develop machines for non destructive testing that fire neutrons into materials, and to produce free-electron lasers. These are relatively new optical devices the output of which can be "tuned" across a range of frequencies in the visible and infrared spectrum and which have a range of industrial applica-

The final proposal, made jointly with Aeritalia the Italian aerospace company, is to develop a new type of fiving boat.

## PLASMA ETCHING REACTIVE ION ETCHING

£400m a year ing in the chip factories of the

late 1980s. late 1980s.

Mr David Carr, joint
managing director of Plasma
Technology, says that if the
project succeeds the UK could

Research attempts to give a cleaner cut

ing is of the same order as the hole itself. Semiconductor workers have tried to address the difficulty by turning to reactive ion techniques, a form of plasma etching in which the ions act in a highly directional way.

lem magnifies. Unless the semiconductor engineer is

careful, the horizontal etch-

In this, engineers adapt the layout of the electrodes that produce the electric field to form the plasma. They also switch the current on and off very fast, of the order of thousands of times a second instead of the hundreds of times a second used in

The net effect is to build up a layer of charge on the semi-conductor material. This pulls ions through the plasma chamber so they cut downwards, and stops the sideways movement.

The drawback, however, is that reactive-ion etching involves extremely low gas pressure of about 20 millibars, compared to up to 20 times this figure for con-20 times this agure for conventional plasma etching. (One millibar is equivalent to one thousandth of the pressure of the atmosphere at sea level).

As a result of the low pressure, reactive ion etching works only slowly. A conven-

NOTICE OF REDEMPTION

**European Coal and Steel Community** 

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Paying Agency Agreement dated as of December 15, 1972 by and between the European Coal and Steel Community and The Chase Manhattan Bank (National Association), as American Paying Agent, and the European Paying Agents, \$1,011,000 in principal amount of the above Bonds will be redeemed and prepaid on January 15, 1986 at the principal amount thereof logether with interest accrued to the redeemption date.

The serial numbers of the coupon Bonds to be redeemed are set forth below in groups from one number to another number, both inclusive, except such as shall have been previously called for redemption or otherwise retired:

The serial number and principal amount of the registered Bond to be redeemed in part is as

In case of partial redemption of a fully registered Bond, the American Paying Agent, as Authenticating Agent, will authenticate and deliver coupon Bonds or fully registered Bonds of authorized denominations in exchange for, and in aggregate principal amount equal to, the unredeemed portion of any fully registered Bond redeemed in part.

Interest on the above Bonds (or portions thereof) shall cease to accrue on the redemption date and on the date the redemption price will become due and payable on each of such Bonds (or portions thereof) called for preferration.

called for redemption.

Payment of coupon Bonds to be redeemed will be made upon presentation and surrender thereof, together with all coupons, if any, maturing subsequent to the redemption date, at The Chase Manhattan Bank, N.A., Corporate Sinking Fund Operations, Box 2020, 1 New York Plaza, 14th Floor, New York, New York 10081 or, at the option of the holder, at Banca Commerciale Haliano S.p.A., Sede di Milano, 6 Piazza della Scala, Milan, Italy; S. G. Warburg & Co. Ltd., 33 King William Street, London, EC4R 9AS, England; Banque Internationale a Lucembourg S.A., 2 Boulevard Royal, Lucembourg, Grand Duchy of Lucembourg; Banque de Paris et des Pays-Bas, 3 Rue d'Antin, Pans 2, France, the European Paying Aments.

Coupons which meture on, or have metured prior to, the redemption date should be detached and

14501 through 14955

Amount to be

Redeemed

.. \$23,000

etching machine (which cuts away holes from perhaps 10 wafers of semiconductor material at a time) does its job in five mins. Reactive-ion hardware, in contrast, takes 10 times as long. Up to now it has been used only as a research

In a new generation of machines under development at Plasma Technology's laboratories near Bristol, engineers are boosting the umber of ions by three technique. Radiating microwaves at

the gas in the plasma chamber: this strips away electrons from molecules to increase the rate of ion

## **Motor Cars**

## LONDON'S LEADING CHOICE FOR JAGUARS.

## FOLLETT JAGUAR

Sales: 91-95 Fulham Road, SW3. 01-589 4 589. After Sales: 49-59 Battersea Park Road, SW8. 01-627 4300.

£25,950

LEASE MASTER NATIONAL CONTRACT HIRE 

Tel: 0922 612181/27451

for a quote on any company tar DE RICHE CONTRACTS

## VOLVO

VOLVO NOW Jerry Hutton or Lee Freegard TEL: 01-286 6151 Lex Brook(ands



SEL 84A. Silver blue. Blue velour, 16,500 m. SEC 82. Reg 202 XMP Silver bl. 32,000 m.

Tel: Mayfair 01-493 7705/Chelsea 01-352 7392

△ Service & Parts Wandsworth 01-8709811 人

## Residential Property

#### **SWITZERLAND**

EUROPEAN COAL AND STEEL COMMUNITY
By: THE CHASE MANHATTAN BANK, (NATIONAL ASSOCIATION)
American Paying Agent

LAKE GENEVA OR MOUNTAIN RESORTS

SWITZERLAND Safe Investment

Bank of Tokyo Trust Co., 100, Broadway. New York, U.S.A. In the case of Compons presented for perment in London. United Kinddom Tax will be deunited from the sercences unless companied to the single of the sercence accompanied to the single of the sercence of the servence of t FLATS IN SMALL RESIDENCE 45. Beech Street. London, EC2P 2LX.

Art Galleries

AGNEW GALLERY AT, Old Bond St., W).
629 5176. GERMAN EXPRESSIONISM
FROM LEICESTER MUSEUM. Unui
December 10.50. Adm. £1.50.
Thurs under 10.50. Adm. £1.50.
Thurs under 10.50. Expressionism
OF PAINTINGS UNDER \$8,000. Daily
10.6: SIS. 10.13.0. S. Cark St. Cell
BROWER & DARRY 17.74.7984. LINOY
GUINNESS. ONE BOND SE.
UNDER ST. 10.13.0. ANNUAL
LOGGO, WI. 05.74.7984. LINOY
GUINNESS. ONE BOND SE.
WATEROLOGIE EXHIBITION. MOS. to
WATEROLOGIE EXHIBITION. MOS. to
Frb. \$30.5.30. 01.629 3858.

surrendered for payment in the usual manner.

Dated: December 16, 1985

501 through 1000

5501 through 6000

Foreigners can buy lovely Apartments or Chalets with magnificent views MONTREUX, VILLARS, VERBIER, LES DIABLERETS, CHATEAU D'OEX NEAR GETAAD, LEYSIN Prices from SFr 123,000 - Mortgages up to 65% at 6½% interest SF PLAN SA; Av. Mon-Repos 24 Tel: (21) 22 CM-1005 Lausanne + (21) 20 CM-1005 Lausanne Talay: 95155 AB Tel: (21) 22 35 12 + (21) 20 89 07 Telex: 25185 MELIS CH

Sale - Available to foreigners VALAIS & GRUYERE COUNTRY

2 to 4 moms, fireplace, balcony (on the ski slopes) From 5Fr 190,000 WOODEN CHALETS 3/8 rooms, 500 sq m land or more Fully equipped, wonderful view From SFr 280,000

SERVICES SERVICES

BULLE SA 6A Rue Lecheretta, PO Box 294 H-1630 Bulle - Tol: 41,29/2 30 21

**CALIFORNIA** Expellent location for executive life, less than 1 in give to aeroort. Sag Fransiso, San Jose (Silicone Valler), Carnel, Pebble Beach, Live by the sea on 3.5 acres of quest, sunny castal Redwinood Mountains overticking beautiful Squar Valley Montercy Bay. Magnificent views. 10 mins to exclusive yacht harbour, golf courses and beaches, Private land 5:59,000 for quick sale. US owner based Lendon. Contact UK (9784) 34504 Or write Box 7.6272 Financial Times, 10. Cannon St, London EC4P 4BY.

> LAND FOR INVESTMENT

EEC/Spain, Ibiza, Balearics
Golf Course, 12,824 sq m
Licensed for Hotel/Condominium
C260,000 sterling
Also Land Development
Sea view 12,500 sq m. Foreign Co
C75,000 sterling
Other sites and properties available
TEL: (LONDON) 01-937 2315
(SWITZERLAND) 41-(75) 241-40
TELEX: 889255 BLHH

MALLORCA Most lumprious Penchouse for sale by owner. Agartment, right by the Sea. is decorated in Labis XV style. Consists of 4 Bedrooms 4 Battirooms. large Reception 5 Dining room. Fabilise room, huge Terrace coeriboting magnificent 562-520e, facing sun all day. Easy access to Palina. Offer in the region of \$23-5.000 or exchange of London residence to the acoverable. For information ring: 01-310 0333

Rentals

RESIDENTIAL LETTINGS SALES MANAGEMENT **SPECIALISTS** Offices at: LOWNCHOICE 01-947 7351/731 4448

NORLAND SQUARE, W11 Excellent new conversion over-looking Square Gardens, I double bedroom double reception from with open-plan kitchen, asthroom, CH:CHW. Avaitable into collectly, £145 per weet otting Hill Office: 01-221 1580

Rentals

#### **URGENTLY** required good quality properties for families being transferred to London

LONG LETTINGS -- GOOD CORPORATE TENANTS **Anscombe & Ringland** RESIDENTIAL LETTINGS

WILLIAMON FORE, UNDOCUMENTOS

OLITZAZZIOLI OLITZIAZZIO PORTILIZADEN PROTIEMA

OLITZAZZIOLI OLITZIAZZIO PORTILIZADEN PROTIEMA

OLITZAZZIOLI OLITZIAZZIONE PORTILIZADEN PROTIEMA



YAYS ERENTALS € **Quality Houses** 

and Flats in SW London, Surrey, Berks Tel: 037284 3811 Telex: 895112

## SRADSHAW & WEST recuire and offer low-mileage Mercedet. Fnone: 01-493 7705, 01-352 7392. GRUP® PCI

GET UP TO 30% DISCOUNT ON NEW CARS

just look at these on the road examples: Open 7 days a week Monday to Friday 9.00-4 30 Saturday 10.00-4 30 PADRON & CO INTERNATIONAL (UK) LTD The Management Office Willesburgugh Industrial Park Kennington Road, Ashford, Kent TN24 OTD Tel: (0231) 38448 or Telex: 956221

Telephone for a quotation and free brochure or contact your local agent All prices subject to lorms and conditions of our contract and currency fluctuations as detailed in our brochure Septiand area and Sunday enquiries only 041-634 1236

**TCarfile** Backed by over 50 years customers service Suppliers to Britains Largest Fleets NOW GO PUBLIC What we are: Part of a responsed blotte Strong which begind becames in PLY (2014). If the plant is a supply most retires a models of cars and commercials for introduced elevery of the or plant is supply most retires and models of cars and commercials for introduced elevery of the or plant is supply most retires and models of cars and commercials for introduced elevery of the or plant is supply most retires and cars of the Ring NOW the you next new car-



## J. Rothschild net asset value shows small rise

J. Rothschild Holdings reported pre-tax profits of £27.6m for the six months to the end of September 1985, compared with £30m for the six months to the end of

Earnings per share for this investment holding company, came out at 4.5p (5p) and based on profit for the financial period were 7p (14.8p). The interim payment is being raised from 15p.10.22p 1.5p to 2.2p.

Net assets at the end of the period are stated at 126.7p compared with 125.2p six months earlier. The directors estimate that they had risen to 133.3p at November 30, taking quoted investments at current market

At the operating level £28.2m (£25.4m) was contributed by the parent company and its subsidiaries, with a further £13.2m (£10.3m) from related and associate companies. In the com-parable period £4.1m was made by the merchant bank, which has since been sold.

since been sold.

An analysis by activity showed investment dealing made £12m on capital employed of £287.3m. The profit was stated after charging unrealised losses of £10m. Unrealised profits improved from £38m at the beginning of the period to £43m at September 30.



man of J. Rothschild Holdings

Other activities reported investment holding profits of £14.6m on capital of £382m; investment hanking £4.2m on £41.4m; development capital—US £11m on £49.9m; financial services £1.3m on £26.4m.

In the period the company bought in 47.7m of its own shares

for a total of £47.1m. A total of 51.6m shares have been acquired to date, representing 11.8 per cent of the issued share caiptal at February I 1985. The directors point out that under the Stock Exchange rules the company can buy a further 14m shares before

buy a further 14m snares before February 1 1986.
Conditional agreement has been reached to sell Aurit Services, the lease broking concern, to Comcap. The total consideration will be about 15.7m, of which £2.2m will be in cash and the rest in Comcap shares.
Central interest payable took £13.8m. against £9.8m in the

Central interest payable 100K £13.8m, against £9.8m in the comparable period.

The tax charge was £8.2m (£9.6m) and with minorities taking a reduced £300,000 (£1.1m), the net profit was almost unchanged at £19.1m against £19.3m.

Realized gains on the invest-

Realised gains on the invest-ment holding portfolio added a further £9m (£28.7m) and there were net extraordinary profits of £1.8m (£9.6m). That was made up of net profits on sales of sub-sidiaries and related companies £2.7m (£5.8m), and the share of related companies' extraordinary items £200,000, less tax. With dividends absorbing £3.6m (£6.5m), the retained profit for the period came out at £21.3m against the comparable £51.1m.

Dominic Lawson on the £145m takeover which took the City by surprise

## Charterhouse bows to the inevitable

IN ITS ten-year history Charterhouse Petroleum has continually surprised the City with innovative deals. But none of its coups have caused as much amazement as its latest—to negotiate and recommend a £145m takeover by Petrofina, Belgium's largest industrial com-

Belgium's largest industrial com-pany and the world's fourteenth largest oil company.

On Monday, Charterhouse shares had closed at a new low of 66p, as the City showed its growing disenchantment with the UK's independent oil sector. At 5.30 pm Petrofina approached Charterhouse with a bid worth 107p a share. By midnight Charterhouse was ready to re-

commend the offer. The howls of anguish by some stockbrokers yesterday brought scant sympathy from Charterhouse chief executive Charternouse chief executive Mr Tony Craven Wr. rer: "They didn't expect this bid, and they got caught short. That is why some of them don't like it." One firm of stockbrokers sold im Charterhouse shares at 65p each on Monday.

im Charterhouse shares at 65p each on Monday.

In fact a takeover of, or merger with, Charterhouse was almost a certainty since August with only the identity of the suitor an unknown.

Last July Charterhouse revealed a daring plan for a cissm merger with fellow UK oil explorer Saxon Oil. It was Charterhouse's chosen method oil explorer Saxon Oil. It was
Charterhouse's chosen method
of creating a company with the
assets and resources to grow
even when the chill wind blowing through the oil industry
would cause less well-backed
companies to wither.
But on August 13 Enterprise

Oil, rich with cash stuffed into its balance sheet by the Govern-ment's privatisation team, made a cash counter bid for Saxon which was irresistable to any which was irresistable to any City institutions looking for an opportunity to reduce its holdings in the oil sector.

"The UK's independent oil companies need long-term support to grow, and the institutions are no longer willing to take more than a three-month view. What her harpaged to us tody.

What has happened to us today has ben inevitable since August 13," says Tony Craven-Walker.

Petrofina was one of several companies which noted the companies which noted the distress flares emanating from Charterhouse after the Saxon flasco, and while the bid has been speedily approved, it follows months of discussions with the chief of Petrofina's UK subsidiary, Mr Pierre Jungels.

To be taken out at £145m looks like a fine return for the long-term holders of Charterhouse, which was started by Mr Craven Walker with a sliver of equity in the Thistle oil field worth no more than £200,000 in 1975.

But to be swallowed up by a multinational oil giant also represents failure for a man who left a dazzling career at British Petroleum at the age of 22 heaves he did not wark.

But to be swallowed up by a multinational oil giant also represents failure for a man who left a dazzling career at British Petroleum at the age of British Petroleum at the age of 32 because he did not want to be a cog in a large machine.

To see the end of such a dream obviously hurt Tony Craven Walker, though he would not admit it. "I spent the last ten years of my life building this company, but emotion and business should never go together, and this is a hardheaded business decision. We

Charterhouse Petroleum -80

Mr Tony Craven Walker, Charterhouse's chief executive

take the money.

Tomorrow Tony Craven Walker was due to be elected chairman of Brindex, the assochairman of Brindez, the asso-ciation representing all the UK independent oil companies. But as he conceded yesterday "I don't think I can take the job as a subsidiary of a giant Belgian oil company."

In any case, he has views that are anathema to many of his

colleagues in the sector. "I think the UK independent oil sector will have been decimated in a year's time. The major companies with cash are waiting to spring. The deal with Petrofina will precipitate other moves of this kind."

other foreign oil giants

However, there are several points in Petrofina's favour, which make it appear usulisely that the Government will create trouble over the deal. It is from Belgium, a member of the EEC, which plays host to 600 UK companies. It has been active in the UK since 1920, and the parent company has two directors nominated by IC Gas, a UK quoted company with a 7 per cent stake in Petrofina. If the Department of Energy, door give the all clear to Petrofina it is likely that they would accompany the decision with discreet messages to other multi-national oil companies not to think that they have carte blanche to move in on the UK oil sector. oil sector.

oil sector.

The more effective predators for the depleted hand of independent North Sea oil companies are Enterprise. Bruoil and-coming next—British Gas. All these companies have or will have, golden shares, given by Government to prevent their being taken over. All Bave extensive cash resources to cut a swathe through the rest of the UK independent oil sector—if they want to.

This prospect was clearly a

Petrofina will precipitate other moves of this kind."

That thought will certainly exercise the Department of Energy, which has a deep dislike of letting UK owned North Sea assets pass into foreign control. Petrofina is the first major foreign oil company to launch a takeover of a UK quoted North Sea company, and clear approval from Government would now be a subsidiary of another company, and we would have merged with Saxon, instead of being taken over by Petro-fina."

Mansfield

**Brewery** 

shortfall

at six months.

HIGHER FINANCE charges and a 20 per cent decline by its soft drinks operations have left the much-enlarged Mansfield Brewary with a £333,000 pre-tax shortfall.

at six months.

The brewing and retailing activities took in a 12-week contribution from the £42m acquisition of Hull-based North Country Breweries and at the operating level pushed their take up from £3.59m to £4.71m, an increase of \$1 per cent.

Soft details

## Wickes' UK offshoot for USM

THE EUROPEAN subsidiary of changes as part of the recovery Wickes Companies, the Californian industrial and retailing group which emerged from bank-rupitey proceedings late last year Sweetbaum as chairman and after a major reorganisation, vesterday announced plans for a USM flotation early in the new

Based in London, the subsi-diary called Wickes is one of Europe's largest retailers of timber, building materials and hime improvement products. It has 56 stores—22 in Britain, 23 in the Netherlands and 11 in Relegime

At present Wickes is wholly owned by Wickes Companies which achieved notoriety by becoming one of the biggest US companies yet to file for bankruptcy. The European operations were excluded from the proceedings but have faced significant itself and determine its own future. "It's a fledgling which they have brought to maturity, and now it's time for it to stand on its own feet."

A flotation would also give staff the opportunity to become shareholders. "It is our intention to have

BY DAYID GOODHART

denied that the sale was a

defensive measure prompted by the now fading bid threat from

Evered Holdings, the Surrey engineering group with a 20 per cent holding in TL.

He said: "This was a disposal

we were looking at before Evered appeared on the scene-in fact, I said in the chairman's

statement last March that we were looking to dispose of peripheral interests amounting

to about 10 per cent of het

easets. The sale of the transport equipment businesses plus the disposal of TT's holding in Aluminium Wire and Cable has

TI completes disposal

and plans further sales

TI Group, the Birminghambased engineer, has completed
the sale of its transport equipment businesses with the disposal of a package of small companies to the Sealed Power Corporation of Michigan for £3.5m.

Mr Ronnie Utiger, chairman of
TI, denied that the sale was a

W. L. Churchill, the special tools
busines of Daventry; Optom SA
centre-Churchill of Daventry.

In November TI sold the other
half of its transport equipment
division for £8.7m to FKI Electricals. It will be looking to
make further disposals of

The sale of the transport looking increasingly unlikely, equipment businesses plus the disposal of TT's holding in another full board director to Aluminium Wire and Cable has improve its links with the City, now netted about £14m in recent If a suitable candidate is found

nonths. he may become non-executive Yesterday's sale included: chairman.

changes as part of the recovery plan.

One of the changes has been the installation of Mr Henry Sweetbaum as chairman and said Mr Sweetbaum.

a fairly substantial stock option and share save scheme and to encourage a high level of share ownership among emplyees," said Mr Sweetbaum. Sweetbaum as chairman and chief executive of the London-based Wickes in 1982. Since then the company has introduced a new trading style and achieved significant earnings growth. Turnover has almost doubled to £103m in the past three years. Mr Sweetbaum said yesterday that one reason for the flotation was that Wickes Companies had taken the view that it was time for the subsidiary to finance itself and determine its own future. "It's a fledgling which they have brought to maturity.

make further disposals of peripheral businesses netting another £15m.

Mr Utiger said the money would be used to reduce borrowing and to invest in growth

industries like engine rings. Sealed Power is a major manu-

facturer and distributor of auto-

nacturer and distributor of auto-motive parts and components. It has a turnover of about \$625m (£435m) and has been looking to expand its overseas opera-tions.

Although a bid by Evered is

The flotation is likely to be through an offer for sale. Mr Sweethaum said that it would leave about 85 per cent of the equity with Wickes Companies and that it was the parent company's long-term aim to remain a major shareholder.

None of Wickes Companies shares would be sold in connection with the issue, he said. All the proceeds would be new money for the subsidiary and would be invested in its develop-

The subsidiary had initiated an aggressive store development programme and the funds raised through the flotation would be -used to finance its expansion.

Scandinavian

share shuffle

By Kevin Done in Stockholm

Privatbanken, the third largest Danish bank, is to purchase a 10 per cent stake in Scandinavian Bank, the London-based consor-

As part of a further reshuff-ling of shareholdings in the bank, Skanska Banken, the Swedish

Scandinavian Bank, which was

established in 1969, is one of the 15 largest international banks based in the UK and had

assets of £3bn at the end of £3bn at the end of 1984.

stanska Banken, the Swedish regional bank, which previously had a stake of 4.1 per cent, has decided to pull out.

Skandinaviska Enskilda Banken, the leading Swedish commercial bank, has also decided to reduce the decident will a the hank but

Bank

tium bank.

#### **Fobel looks** ahead to recovery

Fobel International group inurred a net attributable loss of 5680,000 for the first half of 1985 and will stay in the red over

However, this will relate entirely to the past and pros-sects are excellent, the directors report. There are adequate inancial resources and facilities for development of the group's many interests, and they are confident that 1986 will show inreased furnover, a return to substantial profitability and a righer dividend. The current interim is held at 0.2p.

The loss was expected and compared with a profit of 79,000. The prime reason was he lack of orders in the Hong Kong electronics manufacturing subsidiaries. The position has improved and the division will start 1986 with a full order book which should ensure a return to profitability.

In the UK, the remaining interests have been reorganised to take account of the disposal of the two largest subsidiaries, S. Leboff (Fobel) and Freedman and Matz (Timber products). This will release further funds and reduce overheads considerably.

The Canadian door manufacture of the constant of the considerably.

The Canadian door manufacture of the constant of In the UK, the remaining

The Canadian door manufac-turing associate has a successful half year and continues to trade This is a 25 per cent advance on the previous £896,000, before taking account of special dividends in that year. The final dividend is 4.1p. against 4p forecast on capital increased in respect of acquisitions, to give shareholders a total of 5.8p (5p).

.....int 2.75

bank, has also decided to reduce its dominant role in the bank by cutting its stake from 45.7 per cent to 33 per cent.

Union Bank of Finland and Bergen Bank of Norwary are increasing their holdings from 23.6 per cent to 27 per cent. Iceland's Landsbanki is the remaining shareholder with 3 per cent. Exchange losses of £193,000 have been written off against the reserve set up for that purpose at the end of 1984.

British Land ...... British Steam ... Fobel Inti

Irish Ropes ....int

Plysu int 0.8
Reliable Props 225
J. Rothschild int 22
Stone Inti int 1.61
Eliza Tinsley int 1

Eliza Tinsley ......int 1
Utd Leasing ......int 1.5
Watson & Philip ...... 4.1†

## Doubled profits at British Land

BY MICHAEL CASSELL, PROPERTY CORRESPONDENT

ment and investment group, doubled pre-tax rofits and earn-ings er share in the first half of 1985.

The grou, which has just paid £19.85m for Equitable Debenture and Assets Corporation, achieved pre-tax profits of £8.1m in the six months to September 30, up from £4m previously. Net rental income rose by 48 per cent to £10.7m and earnings per share increased from 2.4p to 4.9p.

There is an interim dividend of 1p (0.75p) and the directors say that they are sufficiently confident of prospects for the full year to forecast a further dividend increase at the year-end.

British Land says that its
12 per cent convertible, unsecured loan stock has now been
fully converted. The number of
fully paid shares in issue stands
at 139.7m, which, at yesterday's
share price, capitalises the group
at £212m, against an independently appraised net worth of dividend increase at the year-end.

Watson &

British Land, property development and investment group, loubled pre-tax rofits and earnings er share in the first half fig. 3. The group, which has just paid 19.85m for Equitable Debenture and Assets Corporation, achieved serving the state of the last Unilever, on schedule to complete in early 1986 the redevelopment of Unilever's Salisbury Square building in the City. With 103,000 sq ft pre-let to Peat Marwick Mitchell, terms have well placed to secure improved rentals from reviews and develop-The group, which now has over 1.4m sq ft of offices—meialy freehold—in the City and in 11e West End of London, says it is well placed to secure improved rentals from reviews and development

Mr John Ritblat, the chairman, sad yesterday: "We continue to believe that concentrating wholly on new developments does not necessarily offer the most effective." necessarily offer the most effec-tive form of profit growth. Our policy of acquiring existing properties for investment and refurbishment has been shown over the years to have created a high degree of growth for shareholders with limited finan-cial exposure."

He added, however, we con-tinue to take development opportunities and our current pro-gramme continues on a sound basis."

British Land is, with Stockley, vestment Barclays Pension Trust and (254m).

Diamond Stylus, is making its second attempt to buy out its US partner, Katy Industries, in the Elgin Diamond Products (Europe) joint venture.

Katy has, however, agreed this time to DSC's £388,000 (\$577.053) cash offer for its 50 per cent stake after turning down an equity offer in 1981, which would have given it a majority holding in DSC.

Mr Ian Wilkes, who took over the DSC chair two months ago, said the Eigin buy out "was a natural thing to do" bringing the management of a subsidiary under the control of one parent

company.

The Elgin deal, which accompanied DSC's interim statement showing higher losses of £84,328 against £34,041, could be one of a couple in the pipeline.

One prospect, said Mr Wilkes, centred around a leisure related product which could be exploited through DSC's established sales network for its traditional diamond styli business, primarlly engaged in the replacement market.

The leisure product, which is currently being manufactured at a factory with a short term lease,

to buy out US partner

Work is about to start on the

Work is about to start on the remodelling of the Corn Exchange building in the City while the three hotels being jointly developed with Ladbroke at a cost of £10m in Basingstoke. Livingston and Swansea have completed. They are fully operational and are trading ahead of budget.

Overseas, the group has profitably sold its remaining properties in Australia and is seeking planning consent for the construction of a \$50,000 sq ft office building on a prime site, jointly owned with Parihas, on the Front de Seine, Paris. The project will have a completed investment value of over FFr 600m (554m).

could "quiet easily" be moved and accommodated at Eigin's site in Colwyn Bay, North Wales.

in Colwyn Bay, North Wales.

DSC's second stab, subject to shareholders' approval, at Elgin, a manufacturer of resin bonded and plated diamond grinding wheels, diamond tools and diamond abrasives, would give it control of a company with net assets of £544,250, cash of £178,000 and net profits "not too far off" £180,000 (£130,115) for the year to end-March, 1986.

Soft drinks returned lower-than-expected profits of £765,800 (£976,000) as a result of low demand and depressed prices— The benefits of integrating North Country and rationalisa-tion of the combined business will begin to show during the second six months.

The first half year, to Septem-ber 27 1985, saw group turnover ber 27 1985, saw group turnover-rise from £38.85m to £43.84m. Brewing and retailing accounter for £28.27m (£20.5m) and soft drinks for £15.57m (£18.15m). DSC in second attempt

Operating profits came through £910,000 shead at £5.47m before taking account income from fixed sizet investment amounting to £61,000 (£42,000), a £314,000 (£34,000) surplus from the disposal of properties and finance charges of fil84m (f302,900). Pre-tag profits totalled f4.01m, cgm-pared with f4.34m.

Tax took f1.56m (f1.91m) to leave agrained at 15.70 little

leave earnings at 15.7p, little changed from the previous 15.6p. The interim dividend is the same at 2.25p net.

#### CANADIAN CO-OPERATIVE CREDIT SOCIETY LIMITED U.S. \$90,000,000

Notice is nersury given uses to the one month interest period from the 18th December 1985 to 21st January 1986 the follow-ing will apply:

(1) Rate of interest 8.225% pa

MERRILL LYNCH INTERNATIONAL BANK LTD. Agent Bank

Eigin, formed as a joint venture in 1968, would for the current year substantially offset losses elsewhere. "But I would Revolving Underwriting Facility not expect anything terribly exciting for the full year because we will only have 2½ months' benefit of the transaction," said the chairman. Due 1990 (Series 1) Notice is hereby given that for

However, demand for DSC's traditional business was "becoming stronger" in the more seasonably favourable second half and new products and rationalisation were planned for 1986. First half turnover was £861,458 (£760,352).

(2) Interest amount US\$3,884.02 per US\$500,000 nominal (3) Interest payment dage 21st january 1986 There is again no interim dividend for the period to end-September 1985, but regarding the final (0.5p last year). Mr Wilkes said that it was unlikely

to be reduced.

BOULTON & PAUL, a wholly owned subsidiary of BET, made pre-tax profits of \$5.2m (£6.32m) in the six months to September 30 1985 on turnover of £45.16m

LADBROKE INDEX 1,093-1,097 (-9) Based on FT Index Tel: 01-427 4411

## Granville & Co. Limited

Over-the-Counter Market

					_		P/1	Ę
·High	100	Company	D.J	•	Gross	Yield	-	Fully.
146		Ass. Brit. Ind. Ord	rnce	Change	div (p	) 7	Actual	texed
151	123				7.3	6.2	7.2	6.7
. 77	43		123 68		10.0	8 1	_	_
45	26	Armitage and Rhodes	39	_	6.4	2.4	11.3	14 6
167	108	Bardon Hiji	166	=	4.3	71.0	4.8	58
64	42	Bray Technologies	54	=	4.0	24	Z; Q.	
.201	142	CCL Ordinary	762	=	3.9	ŽŽ	6.6	7.6
152	100	CCL Tipe Conv. Pt	100xd		12.0	85	3.5	33
130	. 10	Carbonindum Ord	776		15 7 4.9	75.4		
34	83		9140		107	.42	57	30
73	46	Deborah Services	58		76	118		
32	21		27			12 1	60	7.9
83	33			-	_	_		
56	. 20		55	=	3.6	=	29	53
218	175	laiz Group	175	_	150	55	14.5	72.1
124	101	Jackson Group	112	_	55	86	135	20 1
265	213	James Burrough	275	- 1	150	49	75	75
95	83	James Burrough Spc Pf	85		12.9	5.5	8.7	8.7
'95	71	John Roward and Co.	74	- 1	50	13.6		
225	100	Linguaphone Ord	180s			68	· 59	93
100	90	Linguaphone 10-5pc PL	90s		150	45.3	6.6	6.0
650	300			=	69	16.7		
120	31	Robert Jankins	70		- 3	1.2	<b>25</b> .1	23.9
60	28		30		=	_	<b>9</b> .0	20.Q
60 92	61	Torday and Carliale	67	_			_	7.7 -

Corre- Total

sponding for nt div. year

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange.

ESTATES & AGENCY HOLDINGS p.l.c.

(Incorporated in England under the Companies Act 1948 with Registered No. 584734)

Placing of

£8,000,000 11.25 per cent. First Mortgage Debenture Stock 2020 at £98.797 per cent.

payable in full on acceptance.

Application has been made to the Council of The Stock Exchange for the whole of the above Stock to be admitted to the Official List.

In accordance with the requirements of the Council of The Stock Exchange, £800,000 nominal of the Stock has been offered to the market and may be made available to the public on the date of publication of this advertisement.

Listing particulars have been circulated in the Extel Statistical Services and copies may be obtained during normal business hours on any weekday (Saturdays and public holidays excepted) up to and including 2nd January, 1986.

Samuel Montagu & Co. Limited, 114 Old Broad Street, London EC2P 2HY.

W. Greenwell & Co., Bow Bells House, Bread Street, London EC4M 9EL.

Copies will also be available from the Company Announcements Office, The Stock Exchange, London EC2P 2BT, for collection only, until 20th December, 1985.

18th December, 1985,

## This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to subscribe for or purchase any securities.

3.5

Total last year

NORTHAMBER plc (Incorporated in England under the Companies Acts 1948 to 1976. No. 1499584)

SHARE CAPITAL

Authorised

DIVIDENDS ANNOUNCED

Date

Feb 6 Jan 23 Feb 1

Jan 31 0.63\*

Jan 24 1.4 Feb 21 3.5

, Jan 3

Dividends shown pence per share net except where otherwise stated.

\* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ USM stock. § Unquoted stock. § for 15 mon ths.

£500,000 Ordinary Shares of 5p each

Existing £370,000 £400,000

Application has been made to The Council of The Stock Exchange for admission of the whole of the issued share capital of Northamber plc to the Official List. These securities are now dealt in in the Unlisted Securities Market. In connection with a placing of 600,000 new Ordinary Shares of 5p each, which is subject to shareholders' approval at an Extraordinary General Meeting convened for 10th January 1936, application has also been made for the new Ordinary Shares to be admitted to the Official List.

Listing particulars relating to the Company are available in the Extel Statistical Services and may be obtained during usual business hours on any weekday (Saturdays and Public Holidays excepted) up to and including 3rd January 1986 from:

SIMON & COATES

1 London Wall Buildings, London EC231 5PT and from Northamber plc, 5 Chessington Park Industrial Estate,
Lion Park Avenue, Chessington, Surrey KT9 1ST
Copies of the listing particulars are also available from the Company
Announcements Office up to and including 20th December 1985. 18th December 1985.

مكذا من الأجل

## Argyll unveils its plans for a slimmed Distillers

BY LIONEL BARBER AND MARK MEREDITH

Argyll Group, the UK supermarkets group, bidding £1.87bn for the Distillers Company, the international Scotch whisky combine, yesterday outlined its plans for the new group.

In four glossy booklets, combining a heavy sales pitch with a formal offer document, Argyll said it would strip Distillers of most of its West End office network in Londoo and sell its large stakes in BP and the Bank of Scotland, jointly worth about £115m. Argyll also said it would consider disposing of parts of Distillers' food activities but only after close inspection.

However, it dismissed suggestions from DCL that it intended to sell any of Distillers' brands.

"Nor will we disrupt the market by disposing of Distillers' but office network in Londoo and sell its large stakes in BP and the Bank of Scotland, jointly worth about £115m. Argyll also said it would consider disposing of parts of Distillers' food activities but only after close inspection.

United Leasing

star cuts and an improvement in trading conditions have already brought the micro opera-tions into break-even. On the leasing side, each IBM Sierra delivery adds about £400.000 to

Enough ore has been proven to support a mining operation at a rate of between 400,000 tonnes

and 600,000 tonnes of ore a year

and bounds tomes or ore a year.
A decision to go ahead with a
mine will be considered following a detailed feasibility study
which is due to be completed
in the second quarter of next

Meanwhile, the final feasibility study has been completed by Newmont Mining at the Location

Newmont aning at the Location 50 joint venture in western Australia where Hampton Areas has a 25 per cent interest. Mineable ore reserves are put at 5.9m tonnes grading 2.86g per tonne gold and the partners are to meet later this month to take a decision on mine development.

a decision on mine develop

#### **United Leasing down** but sees full year growth

United Leasing has not been isolated from the general trends in the computer industry, but is currently experiencing the highest ever demand for its products and services, reports the chairman Mr Parry Mitchell.

He has no doubt that results for the year ending March 31 1986 will meet expectations and that the high growth traditionally associated with the group will continue. He considers that prospects justify lifting the interim dividend from 1.4p to 1.5p net.

The group has experienced a downturn in the six months ended September 30 1985, with profits before tax being halved to £1.01m. Shareholders were told that the year's result would be even more heavily weighted in favour of the second half\$ but there has been a near £1m loss in the microcomputer division, and other adverse factors were start-up costs relating to new business ventures, including the opening of a computer leasing subsidiary in France.

opening of a computer leasing subsidiary in France.

In the established computer leasing and asset based financing division profits exceeded last year. This, says the chairman, was despite the relative absence of new products from IBM; also the bringing forward of capital expenditure to take advantage of 75 per cent first year allowances available before March 31 1985 thereafter.

75 per cent first year allowances available before March 31 1985 thereafter.

Unilease has financed in the US the first Sierra 3090 processor installed by IBM worldwide. In the UK the group has signed leases on five of the approximately 20 Sierras to be installed before the end of this month and this will contribute to second half profits. By the end of the year the group expects to have installed on lease 18 Sierra worldwide, each costing some static at around £2m but even the group expects to have installed on lease 18 Sierra worldwide, each costing some static at around £2m but even the group expects to have installed on lease 18 Sierra worldwide, each costing some static at around £2m but even the large may find the barshest critic would have to concede that the United did well to sustain that level against the likely to bring a power-full revival. Management changes, staff cuts and an improvement

In recognition of the serious-ness of the problems affecting United Business Systems (micro-computers), Mr Mitchell has personally taken over as managing director. A concerted attack has been made on unprofitable business and overheads and the position has improved signscantly in terms of turnover and

delivery adds about £400.000 to the pre-tax profit line, and with 18 deliveries already in the pipeline there is clearly going to be a strong second-half surge. The shares had already discounted the first-half loss and yesterday put on 10p to 247p. With profits of at least £7m in sight on a tax charge of just 5 per cent, the prospective p/e ratio of 5 has the shares looking cheap to those not afraid of the sector. provement to continue, and looks for future results of URS fully justifying the decision to diversity into that area of

In the half year turnover came to £63.84m, against an adjusted £70,39m. Tax has been charged at 10 per cent—amounting to

However, the shares fell 14p

to 1239 yesterday following news of the drop in half-year net profits to £319,000, or 1.17p per share, from £761,000 a year ago. The interim dividend is held at

Hampton Areas says that at its Jubilee gold prospect, near Kalgoorlie in western Australia, the drilling programme has proved ore reserves of over 3m

THE NIPPON CREDIT BANK (CURACAO) FINANCE, N.Y.

U.S.\$100,000,000 Guaranteed Floating Rate Notes due 1995

Notice is hereby given that for the interest period 17th December. 1985 to 17th january. 1986 the interest rate has been fixed at 81%. Interest payable on 17th January. 1986 will amount to USS74.27 per US\$10.000 Note and US\$1.856.77 per US\$1.856.77

us\$250,000 Note.

**Hampton Areas profits** 

DISAPPOINTING profits for the tonnes at a grade of 2.94 half year to September 30 from grammes gold per tonne. Further Eampton Gold Mining Areas, the London-registered natural resources group, are mitigated by news of two potential gold mining operations in western to support a mining operation at

slump to £319.000

accuse Distillers management of failure in every area of its

Mr Gulliver said that his offer at Suliver said that his oner now valued each Distillers' share at 516p, a 73 per cent increase on the price of 298p the day before bid rumours began. Argyll is offering eight new shares and 10 new convertible preference shares plus £14.50 in cash for every 10 Distillers' shares.

DCL shares fell 8p to close at 480p, while Argyll fell 7p to 323p. On the basis of last night's closing prices the offer values DCL at 503p per share. There is a cash alternative of 485p per

share.

Mr Gulliver told a news conference in Edinburgh that he would overhaul DCL's overseas distribution and brand marketing, an area where DCL says Mr Gulliver has no experience.

Mr Gulliver added that he would reduce the number of DCL labels, but he stressed that this would not lead to any job losses in Scottish distilleries or bottling plants.

"Relations with overseas distributors is very loose, distri-butors have not been held accountable in various markets,"

he said.

Argyll's four-pack offer document, partly designed by Saatchi. & Saatchi. the advertising agency, also contains a thin yellow brochure entitled "How to accept the offer," a guide to the various options in Argyll's two-tier offer.

#### Weir gets all clear from MoD on Yarrow

Weir Group said yesterday the Ministry of Defence had indi-cated that it had no objection to Weir's £18m hostile takeover to Weir's £18m hostile takeover bid for Yarrow, its neighbouring Glasgow engineering company.

The claim, made in Weir's official offer document, follows criticism from Yarrow that the deal would lose customers and contracts for its largest subsidiary, YARD, a specialist engineering company engaged in naval architecture and marine engineering. The Ministry of Defence is YARD's largest customer.

The offer document said Weir was confident it could introduce

The offer document said Weir was confident it could introduce YARD to worldwide markets and generate additional new business. It added that shareholders were being offered an 84 per cent increase in income.

However, Yarrow's financial adviser, Baring Brothers, said last night that nothing in the document changed the company's view that the offer was ill-conceived and inadequate.

BRASWAY, iron and steel strap processor and tube and bright bar manufacturer, raised turnover to £12.67m (£10.67m) and pre-tax profits to £604.352 (£400.925) in the half-year ended October 31 1985. Earnings amounted to 5.21p (3.17p) and the interim dividend is lifted to 1p (0.75p) net on the enlarged share capital. Tax took £241,740 (£180,416).

Martin Dickson on the collapse of the management bid for Molins

## Why the buy-out was voted out

muscles which led to the col-lapse yesterday of the planned £49.8m management buy-out at Molins, the maker of cigarette manufacturing machinery, has wider implications for the future

manuacturing machinery, has wider implications for the future of Britain's burgeoning buy-out industry.

For the Molins deal was the first buy-out to be attempted at a publicly quoted British company, apart from Haden, the engineering group, where special factors were involved: Haden was already the subject of a hostile £37m takeover bid, and the £58m paid for the group earlier this year by the management and a group of institutional backers was widely regarded as a fairly full price.

Haden apart, management buy-outs in Britain have to date involved the subsidiaries of companies which want to pull out of peripheral activities and concentrate on core businesses.

Recent examples include the

trate on core businesses. Recent examples include the

Recent examples include the sale by Grand Metropolitan, the hotels, brewing and leisure group, of its Mecca Leisure subsidiary for £95m.

However, in the US management buy-outs of publicly quoted companies — whether or not they are involved in take-over bids — have become very common. The Molins deal was seen, to some extent, as a test for this fashion in the UK.

The institutions, led by the M & G unit trust group and Prudential Assurance, which yesterday rejected the buy-out did so essentially because they felt the company was being sold too cheaply.

table was only 18p above Molins' share price immediately before the buy-out was unveiled in September.

aging director of Molins

The institutions felt this contained insufficient premium for control of the company, particularly given its growth potential under the widely-admired managing director, Mr Christopher Ross.

The institutions, led by the M & G unit trust group and Prudential Assurance, which yesterday rejected the buy-out did so essentially because they felt the company was being sold too cheaply.

The 170p a share offer on the sold too to private and state-owned cigarette makers, has been on a declining profit trend in recent years: in 1984 it recorded pretax profits of £6m, compared to

It is forecasting a rise to 58m this year but has warned that trading conditions in 1986 are unlikely to be materially better than the current year and longer-term prospects depend crucially on the success of new products now under development.

Nevertheless, the institutional investors see substantial unside

investors see substantial unside potential, given the opportunities for rationalisation and asset dis-

post and the strength of the management.

For the institutional investors were concerned that a successful Molins buy-out team might seek to float the company again on the stock market in a few years' time, and at a much higher share price. The existing shareholders would then have lost out.

The management, and the institutional investors backing the buy-out—such as Electra Investment Trust, Candover Investment Trust, Candover Investments and Schroder Ventures—would stand to make sizeable capital gains. "The venture capital funds are not in this for charitable reasons" was the tart comment of one rival fund manager with shares in Molins. in Molins.

argued that going private would be of benefit in two ways. Firstly, it would give the company greater confidentiality. This would be valuable in its fight against its two or three major competitors, which were

already private businesses.

However, one substantial institutional shareholder rejects this argument as "nonsense. In such a restricted market, it is for rationalisation and asset dis- not conceivable that your rivals posal and the strength of the don't know what you are doing." Secondly, the management maintained that because its business was a long-term one, taking years to develop new machinery, it would benefit from

an uninterrupted period out of the limelight.

the limelight.

However, some of the institutions resent the implication that they think purely short-term and are not prepared to take a longer view, backing a management to turn a company round.

In one respect, the Molins buy-out is perhaps atypical: BAT Industries holds 29.9 per cent of its shares and has made clear that it does not view the stake as part of its long term interests. The uncertainty created by that posture was a factor promoting the buy-out plan.

in Molins.

Fund managers still talk angrily of the case of Stone-Platt, the engineering company which went into receivership in 1982—amid opposition from its own management

Many of its businesses were successfully sold off and the rump of the company. Stone International, was successfully refloated in September last year.

However, the buy-out raises

Housever, the buy-out raises

hosture was a factor promoting the buy-out plan.

Nevertheless, the Molins tale is a cautionary one for the buy-out management management must make damned sure the shareholders are being given maximum value for their interests."

However, the buy-out raises
Issues that go beyond just price.

The Molins management do this?" not 'Why not do it?"

## British Airways £100.000 (£335.000)-to write-of announces pre-tax profits of £201m for the half year.

BRITISH AIRWAYS HALF YEAR RESULTS The Board of British Airways Plc announces the results for the six months ended 30th September 1985.

cheaply.

Group Results		nths ended aber cosadited	Year ended 31 March audited*
	1985	1984	1985
ı	£m	£m	$\mathfrak{L}_{\mathbf{m}}$
TURNOVER: Airline	1640	1491	2797
Other	103	82	145
	1743	1573	2942
AIRLINE OPERATING SURPLUS (Note 1)	205	236	303
Operating profit/(loss) on other activities	1	(2)	(11)
Other income, including related companies	16	26	22
Exceptional item			_(33)
PROFIT BEFORE INTEREST AND TAXATION	222	260	281
Interest payable	(29)	(48)	(89)
Currency profits (losses) (Note 1)	8	(23)	(24)
PROFIT BEFORE TAXATION	201	189	168
Taxation (Note 2)	(1)	(2)	(2)
Profit for the period after taxation	200	187	166
Extraordinary items	_=	=	10
Profit for the period transferred to reserves		187	176

During the 6 months the sterling US Dollar exchange rate moved from US\$1.237 to US\$1.4083. Despite this strengthening of sterling against the US\$ and many other currencies the effect on the overall financial position and in particular the revenue reserves is small. There are three constituent elements as follows:

The Airline Operating Surplus has been reduced by £24m due to normal credit periods allowed to agents resident outside the UK in settling accounts partly offset by similar payments to foreign suppliers. Both forms of settlement have been affected by the erratic movements within the currency exchange markets.

The liability on US dollar general purpose loans has decreased by £8m which is credited to the Profit and Loss Account.

The US dollar loans raised specifically for the purpose of financing aircraft and the corresponding dollar cost of these fixed assets has decreased by £40m as a result of the appreciation in the value of sterling during the period. Conversely, the reserves have been credited by an adjustment to past depreciation on those fixed assets of £12m. The effect on the depreciation charge in the period is

The net effect of these is a £4m debit to

not material.

No provision is required for UK Corporation Tax, because of the availability of losses brought forward. On present estimates provision for Deferred Taxation may be required. during the financial year ending 31 March 1987. The Taxation charge of £1m is in respect of overseas taxes and tax attributable to related companies. Commentary

The volume of scheduled airline traffic in this half year increased over the same period a year ago by 9.5% in terms of passengers and 10.4% in revenue passenger kilometres.

This volume growth has arisen across all geographical markets with particular strength shown in the USA.

Airline turnover has increased from £1491m to £1640m. While the Airline Operating Surplus has fallen from £236m to £205m - for which there are a number of quantified reasons set out in this statement - the pre-tax profits have increased from £189m to £201m.

The Airline Operating Surplus has, in addition to the £24m loss on currency, been affected by the following:

The loss of the profitable Saudi Arabian routes which in the same period last year contributed some £10m to half year profits. The new routes to South America are performing well and prospects are encouraging, but they have yet to contribute profits. Due to conflicts in the Mid-

dle East services to Iran have remained discontinued throughout the period.

WILL 3 MUCH SMAUCT NUMBER OF 1 INC aircraft in service in this half year operating lease charges in respect of Bocing 757 and 737 aircraft have amounted to some £20m, compared with a virtually nil cost a year ago. Depreciation charged is little changed at £45m.

The accident at Leeds in which a TriStar operated by British Airtours overran the runway, and the loss of the Bocing 737 at Manchester (which led to temporary grounding of aircraft for inspection), have adversely affected the result for the period by an identified £9m. It is believed that this amount may be increased by revenue reflecting some temporary loss of market share to points in Europe but this cannot yet be evaluated.

The cost of aviation fuel although fairly static in the first half of the year has subsequently increased. With lower oil prices on the world markets the outlook for fuel prices should

We are experiencing rejections and delays by the regulatory authorities in seeking approval of new fare proposals.

During the half year net loan repayments amounted to £135m. With the strengthening of sterling the value of borrowings have fallen by £48m over the period, and these now stand at £464m against £647m at 31 March 1985. Net worth (share capital and reserves) is now

£499m compared with £297m a year ago, and a similar amount at 31 March 1985.

\*Comparative figures for the year to 31 March 1985 have been extracted from the audited accounts of British Aire, ays Ple and its subsidiaries upon which the mulnors have issued an unqualified sudir report. Copies of these accounts have been delivered to the Secretary of Sense for Transport and filed it in the Registrary

S E E	If you want to know more about the send this coupon to Public Affairs, Britiselc, (\$53), P.O. Box 10, Heathrow Airpow, TW6 2JA, for a copy of the Interim the first six months to 30th Septembe 1984/85 Report and Accounts.	sh Airways ort Houns- Results for
1	Name	
A	Address	<del></del>
_		
_		
_		
		F7

BRITISH AIRWAYS Britain's highest flying company

istield ACIV tiall

A 4100 00

· Contraction \$90,000,000

AT INPEN

THE MINISTRY OF FINANCE OF THE KINGDOM OF THAILAND US\$300,000,000

Agent Bank:
Morgan Guaranty Trust
Company of New York
London

US\$300,000,000

Floating Rate Notes due 2005
Notice is bereby given that for the Interest period 18th December, 1985 to 18th June, 1986 the interest rate has been fixed at 81%. Interest payable on 18th June, 1986 will amount to US\$410.76 per US\$10,000 Note and US\$10,269.10 per US\$250.000

Agent Bank:

Morgan Guaranty Trust

Company of New York

London

LIMITED US\$180,000,000 Guaranteed Floating

Notice is beraby given that for the interest period 18th December, 1985 to 18th March, 1986 the interest rate has been fixed at 8%. Interest psychia on 18th March, 1986 will amount to USS200.00 per USS10,000 Morgan Guaranty

of New York London

Burns Anderson, a shopfitting and financial services group, made £939,651 pre-tax, on turnover of £37.42m in the 1984.85 year. This compares with £668,420 and £23m last time.

The dividend is raised form 2.42p to 2.7p with a final of 1.45p (1.72p), with earnings per share at 5.2p (4.4p). The directors are confident of further growth in profits with the financial resources now available from the recent £1.7m rights. COMALCO FINANCE Rate Notes due 1993



#### United Leasing plc From the Chairman's Interim Statement

66 In my Chairman's statement last July. I wrote that we expected our results would be more heavily weighted to the second half of the financial year than previously. Whilst this is indeed proving to be the case. I remain confident that for the present year in total, our overall targets will be met.

Our pre-tax profits for the six months ended 30th September 1985 were £1.011,000, compared with £2,045,000 for the same period last year. Earnings per share were 5-8p, compared with 11.0p. The Directors however consider that the prospects for the full year justify an interim dividend of 1.5p 1984: 1-4p, which will be paid on 24th lanuary 1986 to shareholders on the register at close of business on 9th January 1986.

The profits of our established computer leasing and asset base financing divisions exceeded those of the corresponding period last year. By 31st December 1985 we expect to have installed on lease eighteen Sierras worldwide, each costing approximately £4 million. Most of these deliveries take place after 30th September 1985. In addition to its on installation, these machines will offer profitable opportunities for upgrades and supply of additional equipment in the future.

However, the unexpected difficulties in the microcomputer market have adversely affected our overall prolitability. We have made a concerted attack on unprolitable business and overheads, and at the time of writing. the position in our microcomputer subsidiary has improved significantly both in terms of turnover and margin,

both in terms of turnover and margin.

We are currently experiencing the highest level of customer demand for our products and services in our Group's history. I have no doubt in saying to you that not only will our year-end results meet expectations, but that the high growth traditionally associated with United the high growth traditionally associated with United Leasing will continue.

14 Welbeck Street, London WIM 7PF

United Leasing plc

## -DAKS Simpson

"I am confident that our forward momentum will continue."



#### **Principal Group Activities**

- Manufacturing DAKS menswear, womenswear rainwear and leisurewear for UK and export
- Licensing DAKS clothing and accessories produced locally in major world markets
- Distribution The 'DAK\$ Companions' range of accessories
- Contract Activon, suppliers of tailored clothing to Marks & Spencer
- Retailing Simpson Piccadilly,
- London's leading speciality store

Results in brief		
Year ended 31st July	1985	1984
•	000'3	£′000
Turnover	39,943	32,945
Profit before tax	2,539	1,468
Profit after tax	1,358	1,003
Ordinary Dividends	364	301
Earnings per share	21.29p	15.690

Copies of the Report & Accounts can be obtained from The Secretary 34 Jermyn Street, London SW1Y 6HS



Interim Report to Shareholders for the Half Year Period ended 30th September, 1985

The unaudited Group profit after transfer to inner reserves and taxation but before extraordinary items for the six months ended 30th September, 1985 was HK\$274.5 million, as compared to HK\$220.7 million for the corresponding period last year. Extraordinary items totalled HK\$140.1 million, of which HK\$132.5 million arose from the Group's investment in associated companies. The Group profit attributable to shareholders of the Company for the six-month period amounted to HK\$134.4 million. Earnings per share after taxation but before extraordinary

items improved from 13.2 cents to 16.5 cents.

#### Interim Dividend

The Board has declared an interim dividend of 3.5 cents per share in respect of the year ending 31st March, 1986. The interim dividend will be paid on 4th February, 1986 to shareholders on record as at 24th January, 1986. The register of members will be closed from 20th January to 24th January, 1986, both days inclusive. In order to qualify for the interim dividend all transfers, accompanied by the relevant share certificates, should be lodged with the Company's Registrars, Central Registration Hong Kong Limited, not later than 4.00 p.m. on 17th January, 1986.

The transfer of the ownership of a total of eleven vessels to the charterers and the joint venture partners as a result of negotiations concluded in March 1985 was completed; a 50% owned vessel contracted for sale in June 1985 was duly delivered to buyers in September 1985. A further three vessels were sold between August and November 1985. The Group has also contracted to sell another vessel with scheduled delivery to buyers around January 1986.

As announced in October 1985, the Group is now the largest single beneficial shareholder of Hong Kong Dragon Airlines Limited, a company incorporated in Hong Kong, having an equity stake of approximately 30.2%. It is not expected that this investment will have a material effect on the Group's results for this year.

#### Half Year Results

The unaudited consolidated results for the six months ended 30th September, 1985 with comparative figures for 1984, are stated below.

Six months ended 30th September		1984
	HKSM	HKSM
Operating profit after transfer		
to igner reserves	212.3	212.1
Share of profits, less losses,		
of associated companies	62.2	8.7
Profit before taxation	274.5	220.8
Taxation		(0.1)
Profit after taxation	274.5	220.7
Extraordinary items	(140.1)	7.2
Profit attributable to		
Shareholders	134.4	227.9
Earnings per share before		
extraordinary items	16.5 cents 1	3.2 cents
	_	_

By order of the Board, World-Wide Secretaries Limited Hong Kong, 13th December, 1985

## Orders delay depresses Stone Intl. at halfway

and US air conditioning and power systems orders, and the pre-tax outcome was down by £141,000 to £3.02m.

g141,000 to f2.02m.

Mr Bryan Jenks, chairman, says that these should come through in the second half, and will have a compensating effect on delivery schedules. He also expects that Andrews Group, the heating and air conditioning convern acquired last September, will contribute more significantly to profits in what is traditionally its stronger trading period.

Because of the confidence that

Because of the confidence that the board feels for the full year outcome, the interim dividend is raised from £1.46p to £1.61p, on carnings per share maintained at 6.3p. A much lower tax charge left net profits ahead at £2.41m (£2.11m).

Sales came to £44m against £39.04m for the period to Novem-

ber 30 1985, producing operating profits of £3.3m (£3.9m; The weakening of the US dollar at the period end also had an adverse impact, says the chairman but acquisitions had a beneficial effect. In addition to Andrews, the company has also recently acquired PLC Peters, a manufacturer of doors and closing mechanisms for the transport industries.

closing mechanisms for the transport industries.

In the period under review, the chairman says that orders did not have the benefit of last year's film Singapore order, but they have again been at satisfactory levels. They included the order for air conditioning for the Italian tilting train (£0.7m), for boilers for British Gas (£1m). British Rail (£0.5m), and for export to South Korea (£0.5m). comment

FIRST HALF profits at Stone her 30 1985, producing operating 15 per cent lower even after finternational, the systems enprofits of £3.3m (£3.8m). The maiden contributions from acquigineering group, were affected weakening of the US dollar at sitions. A US pension fund surby a delay in the delivery of UK the period end also had an object the period end also be th

Deferred orders and a weaker dollar were the factors behind yesterday's disappointing interim figures from Stone International which left operating profits some

plus made a timely appearance to hold the decline at the pretax level to 5 per cent but forecasts, which had been coming down ahead of these figures, were further trimmed to around 18½m for the year. The shares fell 18p to 158p which could upset the group's plans. Bringing the results forward from the end of January was hardly designed just to upset shareholders' Christmas but more likely to create a fair market ahead of issuing more paper. In its short life as a quoted company Stone has a string of acquisitions behind it but it would need shares to finance anything like a deal of flom or more. Yet any such plans may need to be re-examined in the light of yesterday's fall which left the shares on a prospective 9 times multiple after a 20 per cent tax charge. plus made a timely appearance

## Micro Scope lifts profits 81%

IN ITS first set of results since gaining a full listing in June. Scope has lifted pre-tax profits in the year to October 31 advantage of any growth opporgaining a full listing in June.

Micro Scope has lifted pre-tax
profits in the year to October 31
1985 by 81 per cent from £595,000
to £1.08m and more than doubled
earnings per share from 3.4p

sale have helped improve the balance sheet and together with a mortgage loan have been used

BSS 59%

ahead at

net per 20p share.

In manufacturing the integra-tion of KEK and Gardners in the kemutec division has been

completed and improved profits

Dated: December 18, 1985

are now coming through.

six months

portion of earnings from over-seas rising from 7 per cent to 11 per cent of the total. The company is excited about the prospects for the current year:

planned: the value of bids so far made for videotex contracts So by 81 per cent it is a share is share is making 1.53p for the year.

Sales increased from £2.6m to £3.8m, reflecting. Micro Scope says, the decision taken in 1983 to derive, within five years, more than half its business from exports. It now sells its products, it says, in 11 countries offer price. The performance has been impressive: a dramatic increase in profits and margins, microspects for several more.

The performance has been impressive: a dramatic increase in profits and margins, microspects for several more.

The performance has been impressive: a dramatic increase in profits and margins, microspects for several more.

The performance has been impressive: a dramatic increase in profits and margins, microspects for several more.

The performance has been impressive: a dramatic increase in profits and margins.

The performance has been impressive: a dramatic increase in profits and margins.

The performance has been impressive: a dramatic increase in profits and margins.

The performance has been impressive: a dramatic increase in profits and margins.

The performance has been impressive a dramatic increase in profits and margins.

The performance has been impressive a dramatic increase in profits and margins.

The performance factors holding the share price factors holding the s a rise in the tax charge to 35 per cent will largely nullify the likely growth in profits to £1.5mf this year. The prospective p/e ratio falls to 13 where it is likely

#### Granyte joining USM via placing of 3.5m shares

The opening six months for the British Steam Specialties Group saw pre-tax profits surge by 59 per cent, from £1.61m to £2.56m. The rise was attributable to good all-round performances, particularly from the main dis-tribution division BSS which was

again by far the major profit banking and corporate finance subsidiary of the James Finlay industrial and plantations group. Turnover for the half year, to September 30, expanded from f31.69m to £37.91m and at the

industrial and plantations group. It is Finlay's first USM flotation. Brokers to the issue are de Zoete & Bevan.
Granyte claims to have about 30 per cent of the £35m.£40m market for wood finishes, which accounts for \$4 per cent of turdayer. The remainder stems from trading level profits pushed ahead by £902,000 to £2.91m. The Leicester-based group is a speci-alist supplier of pipeline equip-Earnings emerged 44p higher over. The remainder stems from at 10.4p and the interim dividend is being lifted by 0.5p to 2.75p The business was founded in

Granyle Surface Coatings, the 1850s but began the trans-which makes wood finishing formation to its present size in products for the furniture, the late 1970s. It has made joinery and do-it-yourself trades, has announced the details of its USM flotation.

A total of 3.5m shares are being placed at 55p each by James Finlay Corporation, the banking and corporate finance february 1981 to 1945,000 in

of ICL.

Pre-tax profits have grown from £620,000 in the year to February 1981 to £945,000 in 1984-85. Turnover has risen from £4.7m to £11.7m over the same

f4.7m to £11.7m over the same period.

The placing will give Granyte a market capitalisation of £7.84m, and will raise about £1m net for the company and about £340,000 for existing shareholders.

The directors say the reason for the flotation is to strengthen the country have and reduced. the equity base and reduce borrowings.

#### **BOARD MEETINGS**

ı	net per 20p snare.	
ì	Branches at Edinburgh and Luton are now in service and	BOARD N
١	extensions are in progress at Liverpool, Peterborough and Swansea. The Leeds branch is	The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually
ļ	being moved to larger premises nearby and a third site in	held for the purpose of considering dividends. Official indications are not available as to whether the dividends
ı	London is to be opened early next year to take advantage of the potential in the south-east	are interims or finals and the sub- divisions shown below are based mainly on last year's timetable.
ı	In manufacturing the integra-	TODAY

Interims:—Hogg Robinson, Jacksons Bourns End, NESCO Investments, Wight Cohns Rutherland Scott. Finals:—Archimedes Investment Trust, Boothum Engineers, Conrad,

NOTICE OF REDEMPTION

To the Holders of

WELLS FARGO & COMPANY

12 12 18 % Subordinated Notes Due December 27, 1991, Series A

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of Section 4 of the Series A Notes and Article Three of the Indenture dated as of December 27, 1984 between Wells Fargo & Company and Morgan Guaranty Trust Company of New York, Trustee, U.S. \$5,570,000 principal amount of the Notes has been selected for redemption on January 17, 1986 at a redemption price of 101% of the principal amount thereof, together with accrued interest to said date in the amount of U.S. \$7.01 for each \$1,000 principal amount, as follows:

OUTSTANDING NOTES OF \$1,000 EACH BEARING THE DISTINCTIVE NUMBERS ENDING IN ANY OF THE FOLLOWING TWO DIGITS:

03 18 22 34 38 40 44 78 80 98

ALSO OUTSTANDING NOTES OF \$1,000 EACH BEST THE FOLLOWING DISTINCTIVE NUMBERS:

1 10622 14222 18372 22123 2523 2523 3423 3423 10733 14421 18572 2223 25123 30023 34623 10733 14421 18572 2223 25123 30023 34623 10932 14523 18623 2523 25123 30023 34623 10932 14523 18623 2523 26423 30023 34623 11022 18522 19523 26523 30723 35123 11023 15223 19423 26723 30023 35123 11023 15423 12623 26723 30023 35123 11023 15423 11023 15623 1023 26723 30023 35123 11023 15623 16423 16523 16523 26723 30023 35123 11023 15623 11023 15623 26723 30023 35123 11023 15623 11023 15623 15623 26723 30023 35123 11023 15623 11023 15623 15623 26723 30023 35123 15623 11023 15623 16623 2523 26723 30123 35623 11023 15623 16223 16223 16223 16223 26723 30023 35623 110223 16623 26923 20923 20923 3623 36623 110223 16623 26923 30023 36623 10023 16623 26923 30023 36623 10023 16623 26923 30023 36623 36623 10023 16623 26923 30023 37623 11022 17623 17623 11022 16723 20023 26633 26923 30023 37623 11022 17623 17623 11022 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623 17623

Payment will be made in U.S. dollars on and after January 17, 1986 upon presentation and surrender of the above Notes with conpons due December 27, 1986 and subsequent coupons attached, subject to applicable laws and regulations, at the offices of the Trustee in London, Brussels, Frankfurt am Main and Paris, Swiss Bank Corporation in Basle and Kredietbank S.A. Luxembourgeoise in Luxembourge, Payments may, at the holder's option, he made by a check drawn on a dollar account of the Trustee in New York City or by transfer to a dollar account in a health in Europe.

drawn on a dollar account of the Trustee in New York City or by transfer to a dollar account in a hank in Europe.

Any payment made by transfer to an account maintained by the payee with a hank in the United States may be subject to reporting to the United States Internal Revenue Service (IRS) and to backup withholding of 20% of the gross proceeds if payees not recognized as exempt recipients fail to provide the paying agent with an executed IRS from W-8 certifying under penalties of perjury that the payee is not a United States person or an executed IRS form W-9 certifying under penalties of perjury the payee's taxpayer identification number (employer identification number or social security number, as appropriate). Those holders who are required to provide their correct taxpayer identification number on Internal Revenue Service Form W-9 and who fall to do so may also be subject to a penalty of \$50. Please therefore provide the appropriate certification when presenting your securities for payment.

On and after January 17, 1986 interest shall cease to accrue on the Notes berein selected for redemption and all conditions precedent to such redemption shall have occurred.

WEILS FARCO & COWPANY

#### **FUTURE DATES** Bennett and Fountain ...... Gellar (A. and J.) Jones Stroud

#### Cifer losses reduced to £1.8m

AFTER LOWER administra-tion and distribution ex-penses, taxable losses of Cifer. USM quoted manufacturer of computer terminals and microcomputers, were re-duced from £3m to £1.82m for the year ended September 30 1985. 30 1985.

The shares closed 2p higher at 10p. Mr Oliver Newland, chairman, who reported higher losses at the interim stage of filtin (film), says the turn-round was achieved after bearing full finance charges up from £278,000 to £499,000—and against a backdrop "of continuing uncertainty in the electronics and computer market place."

market place."
In July the chairman said that the company's rationalisation programme had been put into effect and continued to have the support of Lloyds Bank and Investors in Industry. Evidence of effort being put into a street to a page 1 put into a return to profit-ability, would be clear to shareholders over the next 18 months, he stated.

He now says that current operations are receiving the benefit of the ensuing cost saving from the rationalisa tion programme. Extraordi-nary charges for the year of £801,000 (£91,000) includes costs of £522,000 arising from the implementation of changes to the business struc-

Turnover for the year amounted to £6.72m. This is compared with £8.43m last time which included £1.12m in respect of a subsidiary sold in August 1984.

In August 1994.
Design and development costs took £611,000 (£899,000), distribution £1.14m (£1.77m) and administration £674,000

There was no tax (£321,000 credit) but after the extra-ordinary items, and a £109,000 loss on the sale of a subsidiary last time, the retained figure came through little changed at £2.62m (£2.88m).

#### Plysu profit up 21%

Plysu, the Milton Keynes based manufacturer of plastic containers, housewares and protective clothing, achieved a 21 per cent increase in pre-tax profits from £1.9m to 22.3m in the first half, despite disappointing results from its Dutch operations which are included for the

first time. Plysu BV, formed from Phoenix Plastics acquired in July 1984 and Piysu Europe, was affected by a decline in sales of products inherited

from Phoenix Plastics. UX sales, however, rose 16 per cent in the 28 weeks to October 12 from £13.56m to £15.77m due to an encourag-ing housewares performance. Group turnover rose 35 per cent from £13.56m to £18.33m.

The group is concentrating its expansion plans for Plysu

Europe, on its range of smaller containers where trade has not suffered.

An interim dividend of 0.8p is being paid, against 0.63p previously, adjusted for a scrip issue. Earnings per share are 5.7p (4.3p). Share are 5.7p (4.3p).

APPOINTMENT \*\*\*

ATCO

The Honourable Peter Lougheed, P.C., Q.C.

Mr. R.D. Southern, on behalf of

the Board of Directors, ATCO

Ltd., is pleased to announce the appointment of the Honourable

Peter Lougheed, P.C., Q.C. as a Director of the Corporation. Mr. Lougheed, a native Calgarian, graduated in law from the University of Alberta and obtain-

ed his M.B.A. degree from the Harvard School of Business. He was appointed a Privy Coun-culor to her Majesty the Queen

in April 1982 and served the people of Alberta with distinc-

tion as Premier of the Province

ATCO Ltd. is a Canadian own-

ed. Alberta-based holding

company with world-wide sub-

sidiaries involved in manufac-

turing, natural resources, real

from 1971 to 1985.

estate and utilities.

## Triplex £2.7m cash call backed with £1m profit forecast

son, the chairman.

A total of 4.12m shares are on offer at 70p each on a one-for-two basis, underwritten by Noble Grussart. This gives a discount of 22 per cent on last night's closing price of 90p, up 1p. The brokers are Hoare Govett.

Govett.

Triplex, based in Tipton, West Midlands, has backed the rights with profit and dividend forecasts. Mr Lewis says the current-year will yield at least a £1m profit and, if the rights is approved by shareholders, will be accompanied by a substantially higher final dividend of 2p, against 0.750.

Triplex, the foundries engineering and building components group, yesterday unveiled a 52.7m rights issue along with its interim statement showing a 50 per cent profits increase.

The interim result up from 2392,000 to £440,000 pre-tax, fritter consolidates the progress made over the past two years, and the rights will enable Triplex to pursue an acquisition programme, says Mr Lewis Robertson, the chairman.

A total of 4.12m shares are

comment

Yesterday's rights issue marks the beginning of a new era at Triplex. Although the bulk of the reorganisation effort restored the company back to health as early as 1983-84, overweight debt has continued to restrain new management from seriously expanding on the restructured base. But after this issue gearing will be down to a more than comfortyear will yield at least a £1m profit and, if the rights is approved by shareholders, will be accompanied by a substantially higher final dividend of 2p, against 0.75p.

In addition, he says, that Triplex intends to restore an interim dividend in due course noting that dividends have only been increased once since 1983 and are not yet back at the 1980 level.

Profits for the half year to end-september 1985 were achieved on turnover up from £13.09m to £13.71m.

There were profit improvements across the board. Foundries, the core businesses. Nestling inside the head office is a file of possible targets, many are small but Triplex has the balance sheet and management to contemplate a sizeable purchase. All but one company within building products is performing well and the forecast of at least £1m points to an increase of 61 per cent but nore important will be 1986-87. With interest savings, profits could reach £2m—even without acquisitions—dropping the prospective p/e to under 8, taking a 20 per cent and the purchase of UBM Windows (announced last week) is just the beginning of a programme to reinforce the core businesses. Nestling inside the head office is a file of possible targets, many are small but Triplex has the balance sheet and management to contemplate a sizeable purchase. All but one company within building products is performing well and the forecast of at least £1m points to an increase of 61 per cent but one company within building products is performing to reduct the purchase. All but one company within building products is performing to reduct the purchase. able 20 per cent and the purchase

#### Telfos calls for £2m

Telfos Holdings, a manufac- Also yesterday, pre-tax profits

units out of an entitlement of 713,000. Brokers Fiske & Co have underwritten the balance of the issue of 953,780 units.

Telfos Holdings, a manufacturer of non-ferrous metal products and metal spraying equipment, is launching a rights issue
to raise £2m.

For every 10 shares held,
investors in Telfos are being
asked to subscribe 200p for a
package of two new ordinary
shares, one preference share and
one warrant, described as a unit.

Plantation & General Holdings,
which owns 64.59 per cent of
Telfos, has undertaken to subscribe for not less than 150,000
In 1984. The final dividend will
not be less than 1.54p per share
making a total of 2.71p, an
increase of 25 per cent.

The warrants will entitle
holders to subscribe for ordinary
shares at 100p each of April 30
in the years from 1987 to 1997,
which owns 64.59 per cent of
Telfos, has undertaken to subscribe for not less than
1984. The final dividend will
not be less than 1.54p per share
making a total of 2.71p, an
increase of 25 per cent.

The warrants will entitle
shares at 100p each of April 30
in the years from 1987 to 1997,
which owns 64.59 per cent of
Telfos, has undertaken to subscribe for not less than
1984. The final dividend will
not be less than 1.54p per share
making a total of 2.71p, an
increase of 25 per cent.

The warrants will entitle
not be less than 1.54p per share
making a total of 2.71p, an
increase of 25 per cent.

The warrants will entitle
not be less than 1.54p per share
making a total of 2.71p, an
increase of 25 per cent.

The dividend will
not be less than 1.54p per share
making a total of 2.71p, an
increase of 25 per cent.

The warrants will entitle
shares at 100p each of April 30p
in the years from 1987 to 1997,
which owns 64.59 per cent of
Telfos, has undertaken to subscribe for not less than

also a holder of warrants may convert one preference share into one ordinary share per warrant at 100p.

#### CdF Chimie SA FF 900,000,000

10 1/2% Bonds due 1995 Issue price 95.68%

Payment: December 23, 1985 Coupon 101/2%, payable on December 23 **Denomination:** FF 5,000 Maturity: 10 years (due December 23, 1995) Amortization: bullet Yield: 11.24%

headquarters of the Company. Coff Chimie S.A. ins Reflets • Codex \$ 92080 Paris Défense 2 - France Legal notice: BALO Dec 9, 1985.

CdF Chimie One of the most important French and European chemical groups Turnover: 25 thousand million French francs (40% of it abroad) 17,000 employees



#### Northeast Savings, F.A. U.S.\$125,000,000

**Collateralized Floating Rate Notes** due 1995

In accordance with the provisions of the Notes, notice is hereby given that for the initial interest Period from December 17, 1985 to December 17, 1986 the Notes will carry an interest rate of 8%% p.a. The interest payable on the relevant interest payment date, December 17, 1986 will be \$831.25 per \$10,000 principal amount of Notes. By: The Chase Manhattan Bank, N.A.,

London, Agent Bank. December 18, 1985



**~**÷



U.S.\$25,000,000.00 UNITED MIZRAHI INTERNATIONAL INVESTMENTS NV

Guaranteed Floating Rate Notes 1988 For the six months 19 December 1985 to 19 June 1986 The Notes will carry an interest rate of 8% per annum Coupon Value U.S.\$412.92

Listed on The Stock Exchange, London

WELLS FARGO & COMPANY

## m cash rith recast

2:33

**18** 5 4.

 $\{ x_i \in \mathcal{F}_{i+1} : x_i \in \mathcal{F}_{i+1} \}$ A.7" -- "

1 per - > 1727.5

gs. F.A.

Rate Notes

000

#### FT COMMERCIAL LAW REPORTS

## Time for settling patent licence terms

REGINA v COMPTROLLERGENERAL OF PATENTS
DESIGNS AND TRADEMARKS,
EX PARTE GIST-BROCADES
NV AND ANOTHER: ALLEN
& HANBURYS LTD v
GENERICS (UK) LTD.

Description ded period.

The present appeals and cross appeals started as two separate proceedings. One was a civil action by Allen against Generics for infringement of a new existing patent in which the original 16-year period had expired.

House of Lords (Lord Fraser of Tullybelton, Lord Diplock, Lord Bridge of Harwich, Lord Brightman and Lord Temple-man): December 12 1985

AFTER THE end of their 16th year "new existing" patents may be extended for four more years during which licences can be obtained in them as of right on agreed terms or, in default of agreement, on terms settled by the Comptroller-General of Patents.

On July 31 1985 the House of Lords declared:

(1) That the comptroller has jurisdiction (a) to settle the terms before the end of the 16th year, but terms and theence are incapable of laking effect before expiry of that year; and (b) to limit importation of the patented product from a foreign country outside the European Economic Community (EEC).

(2) That no licence of right is capable of taking effect until all its terms have been settled. Questions, with reference to pharmaceutical products, as to whether the comptroller must invariably permit importation from within the EEC and whether the courts have power to injustion to provent such

The declarations and referrals were made in appeals and crossappeals arising out of an action by Allen & Hanburys Limited against Generics (UK) Limited and others (FT, June 7 1985), and an application by Gistre Brocades NV and another for judicial review of a decision made by the Comptroller-General of Patents, Designs and Trade Marks (FT, May 3 1985).

On December 12 their Lordships delivered their reasons for the declarations and orders made on July 31.

Paragraph 4 of Schedule 1 to the Patent Act 1977 provides:

"(1) The term of every new existing patent . . . shall be 20 instead of 16 years from the date of the patent . . . (2)

Paragraph 4 of Schedule 1 to the Patent Act 1977 provides:
"(I) The term of every new existing patent . . . shall be 20 instead of 16 years from the date of the patent . . . (2)
(c) every such patent shall after the end of that year be treated as endorsed . . . licences of right."

of right."

Section 46(3) of the Act provides that where entry is made on the register to the effect that licences are available as of right ". (a) any person shall at any time after the entry is made be entitled as of right to a licence. on such terms as licence. on such terms as may he settled by agreement or, in default of agreement, by the Comptroller. "

LORD DIPLOCK (in a speech impose lim impose l

"new existing patents" were those dated after June 1 1967. Their period was extended automatically from 16 to 20 years subject inter alia to the condition that licences of right should

The other was an application by Gist-Brocades for an order for mandamus to compel the Comp-troller-General of Patents to set in train immediately the pro-cedure for settling the terms of a licence of right in a new existing patent.

Brocades's application to the comptroller to begin to settle the terms had been made nearly eight months before the licence of right could take effect. He had refused to begin until the original 16 years had expired.

In each set of proceedings the subject matter of the patent was a well-known and highly success-ful pharmaceutical product. Allen's patent was for sal-butamol ("Ventolin") which was used to relieve asthma. Beecham's patent was for amoxy-cillin, used to relieve bronchitis.

Generics sought a licence of right to import salbutamol from Italy during Allen's four-year extension, while Brocades intended to seek a licence of right to import amoxycillin from the Netherlands during Beecham's four-year extension.

Mr Justice Falconer took the view that on the true construc-tion of the Act Generics, if it imported from Italy, would in-

to settle its settled its settled and the licence granted.

During that period the appliant would be infringing and laving himself open to a potential gave Generics leave to defend.

If Justice Falconer dismissed the Brocades application. He held that the comptroller had no jurisdiction to embark on the procedure for settlement of terms until the beginning of the 17th year. His reasoning was upheld by the Court of Appeal. It wild, however, that a limited to Pice effect.

section 4613) of the Act provides that where entry is made on the register to the effect that licences are available as of right ... (a) any person shall at any time after the entry is made be entitled as of right to a licence ... on—such terms as may be settled by agreement or, in default of agreement, by the Comptroller...."

LORD DIPLOCK (in a speech written before his death) said that under the Patent Act 1977 "new existing patents" were those dated after June 1 1967. Their period was extended automatically from 16 to 20 years

for their payment.

There was no justification for

The question was whether the comptroller had a discretion to incorporate in a licence of right a prohibition or limitation on importation from a foreign country that was not a member of the EEC. Any contraints on the exercise of his discretion that might arise from articles 30 and 36 of the Treaty must be the subject of reference to the European Court of Justice.

Two of the grounds for granting compulsory licences listed in section 48(3)(b) and (c) of the Act were that demand for a patented product in the UK was being met to a substantial extent "by importation," and that a patented invention was being prevented or hindered from being commercially worked in the UK "by...importation."

accrue.

The maximum period for which a licence of right could last was four years. Where there was disagreement as to terms between the patentee and intended applicant, the proceedings before the comptroller to settle might be lengthy. If they did not start before the earliest date on which the licence could take effect a significant part of the four years might have elapsed before its terms were settled and the licence granted.

During that period the appli-

be available during the extended period.

The present appeals and cross appeals started as two separate proceedings. One was a civil ac-

If he did import and the terms ultimately prohibited importa-tion, he rendered himself liable under section 61 for an order for delivery up of the patented product, for an account of profits derived from the infringement, or damages. Furthermore, he rendered himself liable to an injuction against importation.

A construction of the Act which would invoke commercial consequences like those would be unacceptable even if there were no other way of eliminat-ing the time gap.

But there was another and simpler way. The proceedings before the comptroller to settle any disputed terms could be started before the end of the 16th year.

patented invention was being prevented or hindered from being commercially worked in the UK "by... importation."

That appeared to place it beyond argument that the compiroller, in settling the terms of a licence of right voluntarily or compulsorily, had a discretion to include a term prohibiting or imposing limitations on Importation.

That might well be appropriate in the public Interest, particularly in the case of pharmaceutical products.

There were no practical obstacles to entitlement to apply for a licence of right. No entry was needed in the register. Under paragraph 4(2) to of Schedule 1 to the Act the new existing patent, after the end of the 16th year, was to be "treated" as endorsed.

So every potential applicant knew well in advance the earliest date on which his entitlement to the grant of a licence would last was four years. Where there was disagreement as to terms between the patentee and intended applicant, the proceedings before the comptroller to settle might be lengthy. If they did not start before the earliest date on which the licence could take effect a significant part of the four years might have

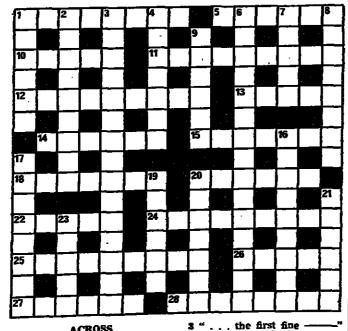
LORD TEMPLEMAN, disagreeing with the opinion, said that by section 46(3)(a) the applicant was entitled as of right to a licence to do those things for which he required a licence. No power was conferred on the comparation to dony him the required troller to deny him the required licence in part or in whole, or to impose conditions on his use of the invention.

For Beecham: Stephen Gratwick QC. Hugh Laddie and David Kitchin (Simmons & Simmons)

ont of royalties and security their payment.

The comptroller had a discretion to prohibit or impose limitations on importation. Until construction. That the comptroller had a discretion to prohibit or impose limitations on importation. Until be had decided what terms if

F.T. CROSSWORD PUZZLE No. 5,902



ACROSS

1 Ship's company in tight return for traitor (8) 5 Instruction telling pet how to drink? (3-3) 10 Horse, perhaps, a v within his rights ? (5)

II Listen to article about Bill which causes great grief (9) 12 Person asking to have a meal that's flexible (9)

that's flexible (9)

13 Vehicle curtailed old song

9 Cover hill for one taking prisoner (6) ran, one glorious 16 Black stuff given in kind in a mixture (6, 3) (5)

blood-red "... (6)

blood-red "... (6)

into Cadiz

Bay " (Browning) (7)

10 In a pleasant war? Exactly 18 Conquer with two bits of 19 In a pleasant way? Exactly

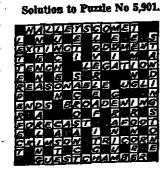
20 Trades Unions associated 20 Grain for the mill to the with City? (6)

22 A lot of pudding sent back 21 Air in a singlet (6) seems to make sense (3, 2) 23 Pot in the Deep South (5) 24 Feature informed on crockery? (9) 25 Male or female? Male sheep

hired, one of many born (9) 26 Flag, initially Hibernian — which is this? (5)
27 Cooked horse without direction (6).

28 Co-operative group, a king and queen, using pot? (3-5)

DOWN 1 "There's the wise he sings each song twice over ... (6) " lest you should think he never could ----" (9)



(Browning) (8, 7)

Adornment (French) (5)

geese (8)

4 What's wrong with painting? It should go across (7)

#### **APPOINTMENTS**

#### **NCB** finance director

date.

appointed finance director of the NATIONAL COAL BOARD. Mr Butler has been director-general of the board's finance department since 1981. He joined the department in 1962.

Mr E. K. Ford has been elected chairman of the SOCIETY OF INVESTMENT ANALYSTS. He is a director of Morgan Grenfell Investment Management and has served on the council of the society for two year. He succeeds Mr J. A. Miller as chairman.

Mr Martin Findlay has joined the board of BODDINGTONS' BREWERIES as a non-executive director. He was previously an alternate director and is a vice-chairman of Whitbread and Co. Mr Alex Bennett will retire as a non-executive director of Boddingtons' on December 31.

6 I call a minister "clothhead," maybe expressing this (15) 8 Jokes about broken lyre by

he was finance director successively with a number of the group's European divisions.

ing to become directur general management accountant, with the New Zealand Broadcasting Corporation.

SWISS VOLKSBANK has appointed partner-responsible for appointed Mr Pairick von Stauffenberg and Mr Kurt Bohlhalter to the positions of manager and deputy manager respectively of its new London branch. Mr von Stauffenberg joins the bank as a senior vice president and Mr Bohltaler is promoted internally to first vice president.

\*\*Mr James G. West, deputy managing director of Cilobe\*\*

## ing the retirement of Mr J. G. Swanson. Mr Tidbury is a non-executive director and past chair-man of Whitbread & Co.

BRUNTONS (MUSSELBURG(I) has appointed Mr David R. Fraser as sales and marketing director from January 1. Mr Samuel Anderson becomes technical director from the same

The RANK ORGANISATION has appointed Sir Arthur Bryan as a non-executive director. He is chairman of Wedgwood.

Mr N. (Nick) Metcalf has been appointed a director of KADEK PRESS, a subsidiary of the Taylor Woodrow Group. He was production manager.

\*\*

Mr Martin Findlay has joined the board of BODDINGTONS' the

Mr Nigel Openshaw has been appointed a non-executive director of ACATOS & HUTCHESON.

Board appointments have been \* made by PEAK TECHNOLO-GRANARD COMMUNICA- GLES. Mr John Mills has been TIONS has appointed Ms Angela
Block to the board.

Mr Michael Cox has been appointed as a director of BUSINESS INTERIORS. A member of the Stock Exchange, Mr Cox was formerly with Ernst and Whinney.

MELTON MEDES has appointed Mr Robert F. Aitken as group finance director. He was with the Bowater Group where with the Bowater director species. Mr Michael W. Good has been Ben Ibeson has been made deputy chairman.

## M. J. Rainsford has been appointed to the board of LESSER DESIGN & BUILD as director of programmes for TV.

AM, is joining the THE MUSIC CHANNEL as director of pro-

AM. IS JOINING the trib of pro-CHANNEL as director of pro-grammes and production in the New Year. He takes over from Mr Julian Mounter who is leav-director of finance and company secretary. He was previously management accountant.

Mr Martin Clarke, a partner in TOUCHE ROSS & CO, has been swiss VOLKSBANK has appointed partner-responsible for

to first vice president.

Mr James G. West, deputy has been managing director of Globe linvestments, has been appointed to the board of CANDUVER BREWERY (HOLDINGS) follow-

-	FT	UNIT	TRUST	INF	ORMA	rion	SERVIC	E	<b>-</b>
	AUTHORISED		re Shiptey & Co Ltd (a)(c) Persymmetr Rd, Haymark His APA Si Ltd B B B All B B B B B B B B B B B B B B B B B B	1 -04 433 4 -04 433 4 -04 433	Appraican Troca	3A 56P 01-6 /500s 1	Legal & General ( 23 1212 5 Rayleigh Rd, Breston Sporty Act	ord	0777 TU
to for wort	Abbey Unit Tst. Mingrs. (a) 80 Holdenhurst Rd, Bearremach 840 Ori	Germa Scroot Scroot High II 0345 71,7373 Income for + or Yield Startel	1 ACCUMENT	1 -05 25 1 -05 714 2 -04 600	British TS: -(accom)	12 48.1 · · · · · · · · · · · · · · · · · · ·	0 67 Egenty Income 2 55 Europe'an. 2 55 Europe'an. 6 1.36 Grit 6 1.36 Grit 7 10 Managed 8 1.9 Material Bridgeres 9 0 46 Boorts American. 10 70 UK Special Sets	515 572 522 558 502 772 611 653 662 404 664 700 604 500	-24 -24 -24 -24 -24 -44 -44 -44 -44 -44
ms rta- ble		3 . 13 H. B.	Master Management GO L	.td (a) (c) 00.5882868	Sichal Fd	70 152	2 001 Leo Distribution	ECZR 7.15 218.2 229.1 264.6 277.8	01-600 7
der ted fits nt, be	Agent & Engs. Tt	4 +09 235 George -0.2 25.2 Access 1 -0.5 171 Income 0 +0.1 Income 0 +0.1 Income 0 +0.1 Income 0 +0.7 224 Uncome 10 +0.7 224 Uncome 11 -13 347 Uncome 12 -13 347 Uncome 13 -13 347 Uncome 14 -13 347 Uncome 14 -13 347 Uncome 15 -13 347 Uncome 16 +0.3 193 PS. F	i se he 12 - 274.5 28 19 19 19 19 19 19 19 19 19 19 19 19 19	6 40 7 +4 247 247 250 250 250	Hour Agencies Tot 188 Japan Trest 87 Hanned Evenge Fd 227 Old & Leenge Trest 78 Serval Sets Tru. 78 UN See Go Rey, Trest 74	2 40.9 80 4133 -0.1 1 92.7 -10 22 2015 -15 2 36.4 +0.5 1 80.0 7 20.5 -0.4	3 01 0903 50254) 0 98 8Marord	g-by-Sea, Worthag Dent-g( 150.3 140.7)	
an Act	UK Greets Dat	-59 17 CS F -04 199 125 H +05 045 CS An -0.7 141 15 An	iand Maxagers Limited igh Hobers, London WC1V 6PV mca.Fd	4 -01/341	Global Asset Manager GAM Sterling Manageme 12 St. Lames's Place, London CAM Clark D. 22	onent est Ltd or SW1 01-49	3 9990 Gerhall Grouts Do (Accom)	N 7 32 20 20 20 20 20 20 20 20 20 20 20 20 20	+09 d
uid ere lat-	30 Gey Road, London ECLY 2AY	d 40d _ 2-bH4	fa Life Unit Trust Mayrs. ph Su Poters Bar, Hers. sp Ded	P88+51122 ai –ani≀xa	Sovett (John) Unit 1	Mogt. Ltd	De l'Accioni de la company de	– ५० द	:13
nd igs tie be be	interestational income #93 92 52 52 52 52 52 52 52 52 52 52 52 52 52	7.00 1 (b)m -0.3	on Fand Managers Ltd (x px. Way, Westley, NAO 008 2750 250 2770 259 1244 1311 parents 1233 151	01.402.8876 4 -05 516 -05 076 -01 076 +00 133	Govern Laurence Corps 145	7 575 +04 7 670 -04 8 621 -04 10 6614 +03 3 1027 +04 10 1550 +07 6 620 -03	5.75 Do (Accum) 202 Workshole Good, 208 Do (Accum) 0.27 0.28 Lloyd's Life Unit 1	st. Mours. Ltd	+117 1 +127 1 -07 0 -027 2 +03 1 +05 1
gs to	Spheroid Treats   First Treat   187 th   1991	10366 5 28293 Capel 100 04	(James) Mogt. Ltd. 1 Grgad St. EC210 1BQ 1 Grgad St. EC210 1BQ 2006 2011 2006 3011 Prizes on Dec 21. Next dealing	01-588 6010 1   211	Govert IVI Spire Deps 2713 Larger Armer Dec 12 1704 Carrent Park Dec 12 1703 Earneyt Sm Co's Dec 12 1754 Gramwillie Unit Test Side 8 Lovat Larve, London EC34	2 204.74 18 108.84 5 101.2 8880 Ltd	3 L3 Equity Access	경 <b>백년</b>	-04-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0
les ke ry so ny	Instante Trants   Assertion Ingone Tra	+0.3 4.24 1 May 1 -14 503 Cater A -0.7 5.7 Cater A -0.7 5.65 Cent. 983 77 Lond	Atien Unit. Tst Managers William St, EC4N 7AU Inn Gu Tst 1967 1004 Bd, of Fist. of Church of don Wall, London EC2N 106	England;; 01 588 1815	Grande Capus 53 & Gresham Unit Trust 1	s 56,31 +0,31 Managers arts Heath 0444 416	13212 IJ 5 Growth Agr IA 304 IJ 5 Growth Dyn IA Lexal Authorities* I 500-2 77 London Wast EC2N I 200 Property Fund Nov 30 E-0 Engrey Fund Nov 30 Fed int Set Folkon 30 "Wantimend Andrea	Moteral Levest. 1 DB 0	Tet." 11-568 18
by ed es'	International Treets International Treets International Treets International Treets International International International International International International International International International Internation	+0.4 156 Charle +1.6 107 15 Mgg	Nor 30	01-638 4121	Grofund Managers Li. Proters Hall, 89 Austrofras Grokett American Trest 175.3 Grokett American Trest 175.3 Grokett Early Trest 1247 Grokett Early Trest 1247 Grokett Early Trest 1508 Grokett Staff, Trest 1571 Grokett August Trest 1771 Grokett Japan Trest 1771	m ECOMPAF 81.585	15317 London & Manches	ter (Tst Nigest) k5 105 m	
ite en ra- as	GRI GROWN TG	-05 286 Charit -08 286 77 Lond -05 277 Tond -01 242 Income! -14 346 Accom!	ies Official Invest. Fundt for Wall, Loodon ECZN 108 15-30 - 321 11 for 30 - 716.83	07-588 1815	Guardian Royal Ex. U Royal Excharge, London EC European	nit Nigra. Ltd (a)	9.26 Income Treat	rost Magt. Ltd	<b>33</b> }
p- is of is- or	Example Vends Income Ex. Tet	-04 653 50 Cher -09 199 6-mp1 -02 324 +1.6 115 Count	Service Funds Myt. Ltd Cry Lane, WC2A INE (ang	61-242 6282 1 -23 33 61-726 1999	Gate d. Freed. (113 Growth Eq. (267) Growth 248 (267) Age American 1277 Parchs 1421 Prop Starry 11901 Small Co. (1664)	1 1799w - 151 2 258.2 - 251 9 1531 +07	195 Three Quays, Yourer Hall   2.15 User Deate	138 1518' (z) EC3R68Q 0	-44 14 7-626458
ch of or	19 Widegase St, London E.1 7NP Water Goth Fd Inc Jul 9 49.8 Do Accom	Francis Git Strai 01-629 9876 Gittes in Francis is	(Tool 148.8 51.94) meanure 234.6 249.5	-27 38i	Guild Management Lis 12a Frishery St, Lordon EC Guild Un Cap	24 LT 02-628	2 05 American Smitr Co's52 2.65 (Accom Units)55 Accom Units)55	200 100 100 100 100 100 100 100 100 100	+04 20 +05 20 -05 15 -07 10 +04 10 -05 15
ed ce ed	Capital formers 47.5 50 Ref Eastern 6 internat 94.1 200 4 60% Widelmand 51.8 55.4 France 5.10 55.5 Gift 6 Fined 44.7 47.6 Fight former 57.9 4.0 Ingle Verid 5.2.2 66 Auf	-0.1 2.00 Japan Ap -0.5 2.66 Horm Ap 9.21 Smaller ( -0.5 6.75 South Ea	Growth 7st	-14 002 08 153 -03 221 -05 337	PO Box 642, 32 St Mary at 1 Tempte Bar Sec Con. Fd 17903 Hoph Income 127 Repts American 1893 ( Repts American 1894 ( Repts American 1894 (	H48, EC3 01-623 55 137.65 0.4 65.81 -0.4 107.81 +0.2 7 157.01 +0.3		47 3501 27 3636 5.5 1648 75 3597a	**************************************
or od i5. at	(Accommission) 160 64 1 CP4 Welshmall 57 0 60 0 Managed Frail 52 50 Privaces 52 7 225 Privaces 187 7 225 Using Chapters 187 7 110 7 Using Matthian 111 1 110 110 110 110 110 110 110 110	-0.1 297 Grown N -0.3 — Cream N -0.3 11.34 Crown Gr -0.4 264 Grown A -1.0 264 Barting	ouse, Wohing GU21 LXW of his Trist 1841 196.9 ones Trist 1862 194 9 ones Trist 1870 1273 glan Unit Trist Magt. Lis on, Tornes, Devon TQP &JE	-27 349 -27 679	St Vocent High inc	5, Rayleogh Rd, Hi 027721	6.5.2 (Accum Lines)	56 IBA1 99 3921 100 1177 19 1422 12 21430	1112/14 111 100 110 111 100 110 111 100 110 111 100 110 11
nd ir	Pertitable Yeard	-0.5 0 10 Total Per -0.6 1 90 Biscret +0.5 1 13 36/38 No +0.4 0 10 Dec Inc S	Courts 465 S2d locary Unit Fund Masage we Brand St. EC2M DNU lect	65 03-6364485   4-57	Ham Gen Un Grueb Tel. 1955 Ham Gen Prop Share Tel NT 3 Hamthres Bank Unit Te Premier UT Admin, 5 Rayle Ester Hambros Camadan Trest. 1916	ugh Rd, Hatton, Brents 0277 21: 44 3ad +0 1	(a) Lifecture Lines   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   100   10	00 1071.7 - 5 974.4 - 0 871 - 1 34.3 5 35.5 18 26.74 -	-15 49 -32 48 -05 99 -05 29 -17 60
e   or a	31 Sun Street, London EC2M 20P Find 775,7 229.54 Granth Find 752,1 34 Lel High Yiele Cauty Fd. 25.8 Arkwright Management	0708 45322 Regis Ho 452 Sign Lan 2.53 Sign Cap 7.13 Sign ho F Glet Inc F	erie, King Writtem St. EC4A SAR Find Inc	1 313	Handros Camplan Tvest 61 & Randros Santy Income 64.2 Hambros European Tst. 78.1 Hambros Heph Inc Tst. 77.8 Handros Hambn Far Est 77.8 Hambros For & Apres. 67.9 Hambros Schnidsserson 62.9 Hambros Schnidsserson 62.9 Hambros Sandros 70.1	81 +14	2-00 International Geomet. bi! 111 iAccum Utsl . 97: 6-96 Set Vaccum Utsl . 97: 112 iAccum Utsl . 99: 112 iAccum Utsl . 99: 113 iAccum Uestl . 99: 114 iAccum Uestl . 99: 115 iAccum Uestl . 91: 115 iAccum Uestl . 91:	0 51 9 5 52 4 6 52 4 6 52 4 6 52 4 6 52 4 6 52 4	13 24 14 14 14 14 14 14 14 14 14 14 14 14 14
0	Artemet va Dec 17	-0.3i 2.30 3 Charlot	02 Sq. Edinburgh EA2 405 Compt To	250   250   200   250   250   251   251   251	Henderson Administrat Premer UY Admin, 5 Bremwood, Essex Serval Sets	tion (a) (b) (c) Rayleign Road, Hu 0277 217	Halterd (Accure Units) 120 Con Receive 225 (Accure Units) 537 (Accure Units) 537 (Accure Units) 138 (Accure Units) 138	08 6556 45 11179 15 7781 15 2515	-04 007 -63 487 -65 488 -14 17 -14 497 -14 497
2 J	Consider Virel 64.4 69.3 Jap. For Exet 53.9 57.4 Assensives Sec 52.  69.4 64.2 Assensives Sec 52.  69.1 89.3 Assensives Sec 52.1 69.3 Assensives Sec 52.1 69.3 Assensives Sec 52.1 69.3 Assensives Sec 52.1 99.4 Assensives Sec 52.1 99.4 99.5 Assensives Sec 52.1 99.4 99.5	-0.9 0.45 EFM U 1.52 4 Metalli 1.53 EFM Can 1.50 EFM Can 1.50 EFM Gan	Trians Francis	031-226-3492 +1.4 256 +0.5 2.34 -0.3 4.91	Account (In-th)	83.4 -07 49.4 -05 56.5 -04 96.1 -09	117 Seguire Companies 530 1.17 (Agram Janus 1814 3.15 Trester 181 1.54 (Accum Units) 192 1.54 (Accum Units) 192 1.54 (Carminel Dec 10 2.49 (Accum Units) 192 4.62 Enterland Dec 10 4.62 Enterland Dec 10 4.62 Enterland Dec 11 4.62 Enterland Dec 11 4.62 Enterland Dec 11 4.63 Enterland Dec 11 4.63 Enterland Dec 11 4.64 Enterland Dec 11 4.65 Enterland Dec 12 4.65 Enterland Dec	3 3867 - 3 3867 - 53 10461 - 305.0s	
27 72 28	Ration (Art	EFM 1944 EFM Sent EFM 764y 1.69 Edithory 0.34 horse for	mon. Fund(r) 119 4 20 71 - Jan Corker) - 125 4 25 61 of constal - 116.3 a Compet Funder Dec 16 125 4 132 6 13 73 7 76.1	+01 010 +11 023 +53 226	as & Growth	25.44 -20 147.0 -10 131.44 -05	Present Ex Dec 16	.a 385/4 Ltd orthog 01-	625211 17 116
ir &	Personal Left See 15 219-1 359-9 Personal Left See 15 219-1 359-9 Personal Left See 157-1 359-9 85 America Left 127-5 146-4 85 Technology Left 127-5 146-4 85 Technology Left 122-9 162-7 85 Energy Left 123-8 Bi Impose Entends 155-8 8 Europe Left 123-8 8 Europe Left 123-8 9 F. Lumps Left	-01 000 +07 04 Eagle 5 +01 211 Bath Roa	19. 1997 201 0 Cop Dec 13. 11983 1428 "UnastPointed of The Balt Margers 1, but 1, Dietkenham GL53 71,0 od Treat lac 1530 56,5 od Treat Acc 1530 56,5 1 Treat Acc 1559 57,0	+89 610 1	rage (several 50.9 otherwesteens)  Johns (recture 6.5 otherwesteens)  Johns (recture 6.5 otherwesteens)  Johns (recture 6.5 otherwesteens)  Johns (recture 6.5 otherwesteens)  Johns (Johns (J. 1988)  Johns (J.	98 404 98 7 463 1033 407 428 401 1396 401 871 403	550 MLA Unit Trest Man 177 99-100 Sanding Rd, Martis 178 RLA Ger Tres 179	agement Ltd	267751 267751 04 249 04 249
d &	Battic Trest Managers Ltd 25/25 Allerente St. Lordon WIX 4AD American 173 86 9	01-49) 0295 Far Easter	x Trust Inc. — 22.2 35.7 Trust Acc. — 57.2 61.3 Trust Acc. — 50.8 55.3 Trust Acc. — 50.7 Feet Int Inc. — 547.5 50.7 Feet Int Acc. — 347.5 50.7	-02 628 8 +0.7 144 A +0.7 145 E +0.7 145 E	tent their Dec 13 1296.7 hourses Finds	1829 +14 ( 1829 +04 ( 513 -03 (	173 ManusLife Managemes 171 St George's Way, Stewnage 151 Genéfic vo	et Ltd	115 256201 251 251
S	State & Gev	-0.2 2% 4 Fore Str -0.2 4 92 EA Incom -0.1 164 EA UK G +0.6 2-2 Entertor	r Fund 1652 71.61 Outh Fulf 197.2 106.11 Dearing Day Wednesday See Fund Managers Ltd	01-920 9120 S - 7-92 N - 7-92 N - 7-92 N - 7-92 N - 7-92 N - 7-92 N	acris Sr. Co	99 +04 6 957 -03 1 1404 +18 6 550 +04 6 1214 -03 1 1224 -03 1	St. Artist Fundam Cit. Up. 57 6 107 Anti Growth Und Yel 97 97 98 109 UK Stransfer Cod. 53 9 146 Harris American 52 2 For East 56.4	64.2 05.11	606 937 939 147 693
-	Unicorn No. 252 Remiero Rd, €7 Unicorn America 179.4 Do. Aust. Acc 122.5 Do. Aust. Acc 122.5 Do. Aust. Cor. 122.9 Go. Aust. Cor. 123.9	119 254 Parkets 0 -04 1.97 Equitable -03 197 Equitable -05 144 35 Fourta	* Grown 46.5 SO.6 le Units Administration L.1 m St. Manchester M2 2AF 0 k2.0	1 345 5 d 61-236 5685 F 40 4 046	#### Cos	#55 +0.7 2 97.2 +0.1 1 97.3 +0.9 1 78.5 +0.1 0 14.1 -10 1	Mayflower Manageme 34 14-18 Greshan St, London E 35 forcore Dec 16	C2V 7AU 02-6 218-8 7 175-3 1 115-2 Nors Ltd (a)(c)	6060079   選 (e)
i.	2a. Energy Vs	-09 636 North Americans Am		-04 387 G4 -01 296 H	Beviete Square, London W much First	71.23 . 3	57 Milercury Fund Manage 33 King William St. ECAR 92 American Growth 1879	i 114.41 -1. 25 List 15 01.2 93.51 +0.	31554 11 457 20250 21 25
-	Do Japan & Gee Yel Act. 1106 1176 Do Japan & Gee Yel Int. 1109 5 116 5 Do Levare Yells 1 57 3 77 5 Bo Recovey 1212 1 122 162 7 Do Servasi Ses. Tel. 114 5 Do Trastre Franc. 381 97 6 Bloom Tell Act. 38 7 6 86 5 9 6	-0.2 048 BK Carb T -0.2 048 BK Carb T -0.3 175 Higher Inc I -0.8 112 Safe Fullet -1.3 356 Cats Fullet -0.7 043 B America	Hee, Corporation St, Covering ( R Acc	-13 795 G -13 795 G -13 543 M	perstam Final	23   \$	33 Aberezia Fecano 933 eh ificum initia 94,6 European Grandia 91,0 Idenar (hec) 93,5 European Incom 51,5 Idenar illusti 51,5 Idenar illusti 91,6	24 128 128 129 129 129 129 129 129 129 129 129 129	u 7 me
9	In law Test in	+10 127 Europe Vol33 386 Georgi Vol23 386 Georgi Vol. F & C U	lac 1137 120.9 1 1911 203.2 lait Management	-13 125 H -13 320 H 45 11-623 4680 W	Bi Sammel Galt Tst. M Beech St. London EC2P 2L3 British Tres	grs.t (a)	GRI	341 1 -11 80 0m +0. 80 2m -0. 73 8m -0. 197 8m +0.1 244 3m +0.1 47 9 +0.1	g 18
,   	Australia RA 9 SO 11 Eastern R4 4 67 4 Danger R5 51 9 55 8 Da Access R7 1 8 77 9 Dry 1 8 8 8 7 1 8 5 5 7 1	-0.3 0.8 F&C Capes -0.3 1.8 F&C Early +0.7 1.1 F&C Far L -0.4 2.25 F&C Fued -0.7 2.25 F&C Fued -0.7 2.25 F&C Fued -0.5 0.9 F&C Repair	FG	+03 441 491 -01 044 891 -07 986 891 -07 987 891 432 891	European Trust 1859 Far East	3192 -28 24 2854 10: 417 13: 53.64 -14 6: 682 -66 5:	75 (Accum Units) 773 7 18 (Recomp 146.3 18 (Accum Units) 154.8 18 Europa Units 1587 2 56 Middland Charle Grown U	994 +01 1550 -11 1550 -11 1551 -01 760 -61	
	First tets Adamse 74 1855 48.6 Agent Section	+0.5 3.7 F5 IDVES -0.6 0.5 190 West 0 -0.7 0.5 F5 Balanced Do (Accum) 11-606 4433 F5 Inc. Crest	Sedu Fd 297 4 305.7 290.0 306.5 Fd 300.5	: 1700 14	let Trust Pe û Japan Tech 7 d	90 -10 S	7 Tel: 0742 7982 2 Cantal   be.3 5 Comment & Gris   100.3 100 Comment & Gris   100.3 100 Comment   138.0 138.0 Estra Hosh No.   51.2	70 7 -07 94.2 -10 107.0 -04 148.1 -05	7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7
	Gest. 0272 135.4 Gests titles	-0.1 661 Fidelity I	(i) 91 (a) (b) (c) (c) (c) (c) (c) (c) (c) (c) (c) (c	100 55 173 174 (B) +03 175 (B) +03 175 (B)	Queen Acce's Gale, Lauton S Brill O'seas	MATH SAB 01-222 100 116-7m +0.2 20 52-9 +0.2 20 61-5m 3 56-4 3	0 (Accum (Ints)	205 -01 224 +01 224 -01 225 -01 225 -11 225 -12 225 -12	
	Pacific (Heist 100 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	-01 170 Growth & Inc. -01 170 Growth & Inc. +16 161 Japan Special	19	400 35 900 Km +01 - Km	y Fund Managers Ltd Forman St. Mantheser M2: Enser's Gen. — 1,1745 Fund int Fs. — 1,587 Hawart Benson Unit M	2AF 061-236 568 1877 - 237 24 18794 - 139 46		107 a +0 4 99.7 a +0 9 117.0 +1 1 94 in +0.0 112.8 +1.0 122.8 +1.0 172.2 -0.3	15 15 15 15 15 15 15 15 15 15 15 15 15 1
	Bishopagate Progressive Monte. Co 15 St James' Place, London SWIA INW 0 Bysic Prop Dec 17	AND THE ROBERT FI	th Tarial 127 9 29 7  Tarial 125 9 27.9   Tarial 125 9 27.9   Tarial 125 9 122 7   Tarial 125 125   Tarial 125	-0.4 293 201 -0.3 0.35 kg -0.5 1.34 kg 163 1856 163 1856 163 1856	Feechard St, Longoo ECS UK Catylor (1960-1) 23.2 UK Est-Acc (1960-1) 37.8 Falso Tel	01-623-800 M.F.   14/ 40-4   1-7/ 18.0 +01 27/ 22-6 +011 27/ 137-1 +08 27/ 177-5 +08 27/	11 December Square, Londo 01-626 3434 Gold & Prec Metals	# ECzne evit Dezhog (71-62) 37 el -602 38 el -602 85 zel -602 803 -602	320
	Recinst Det 11	Franciset 1-248 4400 S Lendon Wi		7.50 KB	Magh the Fig. Inc	107 let -0.2 6 Ll 1779 -04 6 Ll 60 H +0.0 1.14 51 0 H +0.0 2 1.14 61 0 H +0.0 2 1.14 61 0 H +0.7 2 1.1 61 6 H +0.7 2 1.1 61 6 H +0.5 -1	3 US Marter Feels	200 +000 200 +000 201 +000 201 +000 201 +000	225 225 25 25 25 25 25 25 25 25 25 25 25
	Brevo Caput Fd	1 0.57 Aver & Gen. 5.67 Ukeen. Unit 4.33 Am. Parsed IAccam. Unit Captal Yest. 1-623 6951 Ukean. Unit 1 0.60 IAccam lines	2004 2004 2004 2130 2007 0 2004	-02 040 125 -04 126 -04 126 -14 127 141 -16 137 936	Wunde Tets AccJBs9 5 Unit Trust Managers learge St. Edwarge EM2 3JI latt Grown Ts:JS9 9	399 -03 144 Ltd 031-225 4906 334 -031 143	Muster House, Armer St. 1041  Minuster Fund Managers  Muster House, Armer St. 1041	201 -04 21 -04 21 -04 21 -04	1050
	Do Acct	2.12 Income Tyl 2.12 Income Tyl 2.22 Inc. Growth Feb. 2.12 Income Units 112 Income Inc	1290 1372 17 8 97 64 1		N American Enerty (30) UN Equaty 151	35-0 -0.2 6 76 32-5-0 +0.4 1.3 34-0 -0.3 3 96 36.7 - 0.5 37.3 +0.2 2.19 ment Ltd	Misrray Johnstone UT N 163 Hope Street, Glasgow G2 2 America	229 i) -   <b>ignt. (2)</b> IVH 941-221	9252 :
	Depung "Turk Trust Managers Ltd. Sriftannia Unit Trust Managers Ltd. 4-78 Finether's Passersen, London EC2A L. 11-589 2777 Bealing: 01-636 brauma Vicapout (11-675 (add.	(a)(c)(g) Wheeler inches Recovery Trus (Access Units (Access Units (Access Units Robert Fr	FF 572 42 44 1032 409 4 1032 409 4 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8 117.8	120 120 141 120 120 141 121 120 141	cy House, Copthall Ave, EGZA Inc. Fund	357위 - 기업 Mat Ltd	Factor 1502 Smaller Co. 1702 Marray Carmest Pends* Array Carmest Pends* Array Carmest Dec 18	1817 -01 1817 -01 227 +103	255 018 178 697 266 148
	internal Funda.   K Growth	1 130 Rat Frace 64 0.01 1.70 Friends Pr 0.41 244 Friends End,	et Ta XS.1 es.si rev. Trest Managers (a)(b) Dorking Tet: 030	1,00 Green  (c)	er Frant ,	# (a) (c) (e)   (a) (c) (e)   (b) (225-6001   (25)   (25)	Managed Emerge Dec 12   1789 SE Ann Energy Dec 15   184 "Unintered" MFU Martinal Start Managed 36 Fountain St, Managenter M2	247 -23 ers Libi 247 - 061-256	编
	id	01 309 Public Truste 04 257 Public Truste	2400 14513 - 1233 - 12400 14513 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 12523 - 1252	0.1 6.40 Press 1.1 2.47 August 1.8 2.49 Hoga Hoga 405-4300 Lazz	our Square (Thi ), b2.1   Saure (W)   14 1   Saure (W)   14 1   Saure (W)   14 1   Yushi Inc. (F)   20.8   Yushi Acc. (F)   20.5   Ind Brathers & Co Ltd	700 -04 24 75 -04 26 75 10 10 77.94 10 10	Ann Equity	35.3i -0.4i	226 4200 34
1	od & Green   15.9   17 Led   1	01 343 Captal Det 12 01 105 Gritt Det 12 02 152 High Verd No. 03 055 "Unidate 03 065 G. & A. Ti	291 6 300 6 290 - 1277 1314 290 - 150 2 152 7 Respected to movies pager Court C	3 18 21 M 1 8 75 UK F 1 8 95 UK F perrol Capti lector 7 227 300 Small	porteids, London EC2P 2HT    park		HPI ("West Hed Tel	242 +07 241 +03 271 -01 271 -01 201 +52	15 14 16 10
	pro-Sealer Co	05 038 GT Unit M		16 370 Enem UH Fi UH Co Securi NO 9431 North	Co <del>reas <u>1. 62422.0</u> :</del> p	110 GI 19.0 165 SI 4 50 264 CI 2 40 164 DI 2 60 125 DI 2 80 156 DI 2 80 156 DI 2 80	Horthgate Unit Trest Ma 3 Lucion Walt Blogs, EC2M 5Pt Intrigue Dr. 5	2163 1 2264 .   Eroup (b)	1212 127 128
0 4 4	gus Sente Co's Tol 100.2 10 9 errosas Riconst Fands mercula latorie 54 8 58 54 i Hugh latorie 48 4 51 61 +	0 5 6.00 Camela clear 0 00 Income Penane English 0 3 6.33 International 0.2 5 97 II 5 6 Camera Tech 6 Gronn Lagen 2 Grann Lagen 2 Grann For East and Go		23 68 We-19 24 upt b 25 13 Aces 13 Far L 16 10 Aces	ond E1809  Jan 6,7855  Marin 1250  July 1230  Marin 1230  Marin 1230	100 51 3.00 100 01 3.00 100 51 9.00 200 51 2.00 110 01 3.00 110 01 1.00	Detavian Unit Trust Mgrs B1 Fenchurch St, London EC JM 4	18Y D1-2650	427 144 571
: 2	FL Transis Higher Gold, G.F. I.,	io 18 German	11786 19011 -1 514 582 -1	2 10 Proper 2 07 July 19 10 pages	ny delation (1944) Separata Property (1944) Latherd Managade (11150)	2300 0 0.5 1010 90 1170 400		IGED GAENTE	

24	Financial Times Wedne	esday December 18 1985
Companies   Fund   Hings   Ltd     Sun Life   Trust   Hight   Ltd     Sin Life   Trust   Hight   Ltd   Sin Life   Trust   Hight   Ltd   Sin Life   Trust   Hight   Ltd   Sin Life   Trust   Hight   Ltd   Sin Life   Trust   Hight   Ltd   Sin Life   Trust   Hight   Ltd   Sin Life   Trust   Hight   Ltd   Sin Life   Trust   Hight   Ltd   Sin Life   Trust   Hight   Sin Life   Trust   Hight   Sin Life   Trust   Hight   Sin Life   Trust   Hight   Sin Life   Sin Life   Trust   Hight   Sin Life   Trust   Hight   Sin Life   Sin L	Manufactorers Life Insurance Co (UK) \$4 Corpers War Saturage 6324 \$10.72 Personal 1924 \$10.72	September 1
Comparison   Com	Pension Equal Prices  Manageri vot. 219 6  Da Acture 246 5  Prigory vot. 216 6  Da Acture 218 8  Endry vot. 218 8  Da Acture 277 0  Da Acture 277 0  Da Acture 277 0  Da Acture 277 0  Da Acture 319 1  Caracteria vot. 100 7  Da Acture 317 1	Town field to the control of the con
International Fronts	Logs House, 233 High St. Craydon   1988   Prepare   1988   Prepare   1988   Prepare   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989   1989	With the Car of the Ca
State   Control   Contro	11.5   Index, Correctory   17.5   To Press   17.5	## ## ## ## ## ## ## ## ## ## ## ## ##
Single   S	Pess. Mar. Forestry	Triculation A.  Properties this Asset this  Properties Was Recognition Was \$25 a.  Properties Was Recognition Was \$25 a.  Triculation Was Recognition Was Reco
Reed Stenhouse Inv Services Ltd   1938   1949   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1940   1	Select On her Ast	## ## ## ## ## ## ## ## ## ## ## ## ##
NC America (Inc.) 264.0   265.0   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.1   1.	Its Lumby Fd	Description   Proceedings
Food Ingered Det 13   155   156   156   157   158   156   157   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158   158	Proceedings	Indiverse   191   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201   201
Second Decomposition	President President Prints   President Prints	Entire property of the control of th
20 Western For August 1   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.0	Deposit	Description   Editor   Al.
Appendix   19   19   19   19   19   19   19   1	Fuest Mr. Famt. S0776 S227 G.S. Const. Famt. S06.0 196.4 G.S. Famt. S06.4 G.S. Famt. S06.0 196.4 G.S. Famt. S06.0 196.4 G.S. Famt. S06.0	Construction 120 1 10 1 10 1 10 1 10 1 10 1 10 1 10
Accordance   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190   190	International Food	Promit State   1119   117   -8.6   1100   1110   1117   -8.6   1110   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   1117   117   117
Second	Manufact Rect   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2   19.2	Protective Fig. 32 6 57.  Geo Pear Feet. 52 8 27 6 27 6 27 6 27 6 27 6 27 6 27 6 2
Procession   Pro	Book   Acc.   1914   110 2	Section   100   111   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112   112
5.5 Angieva S., Edinburgh 2  Eastly Acc. 1137   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103   103	Pioneer Marinal Insurance Co Ltd   16 Creaty Rd. N. Statering, Liveryool   051-728 a655   Manager Food   225 1   30-31   30-31   18	Scottish Amitaship Investments   150 St Warren's Scottish Amitaship Investments   150 St Warren's St. Crescion   150 St Warren's St. Crescion   150 St. Warren's St. War
Scottish Widows! Fund Management Penne Pands (Accomplate Drills)  Foot int Lis	Cit	Exempt. From text F5 a 60 b 60
Santa Para - 1913 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 1915 - 191	Baster Are, Southern SS260H 0792 333433 R 50t Prop Bord 274 b to MacCrownids Pd. 112 3	### 1971   107   107   108   ### 1971   107   108   ### 1971   107   108   ### 1971   107   108   ### 1971   107   108   ### 1971   107   108   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   107   #### 1971   107   ##### 1971   107   ##### 1971   107   ####################################
		: - 1 : 1 : 1 : 1 : 1 : 1 : 1 : 1 : 1 : 1

. . .

مكذا من الأمل

Financial Times Wednesday December 18 1985 INSURANCE, OVERSEAS & MONEY FUNDS \$1 5113 | +0 (06) -\$1.0097 | +0.0004 -\$1.3027 | +0.0077 -\$0.9079 | +0.0077 -\$0.9079 | +0.0076 | \$1.5080 | +0.0016 | 2178 John Baer Bank & Trest Co Ltd Betterfeld House, Grand Campan Surfes Life Peasines Ltd.
- 99-101 London Rd, Sovennels Hefferup Scandinavian Fund Ltd rye, Douglas, InM n Fd Dec 4 - . QD4,1 -04 253.5 110.3 1 Charles (1706, St Heller, Arrity)
| Bargh Trust, St Heller, Arrity |
| Bargh Trust, St Heller, Arrity |
| Bargh Trust, St S | 18 9 | |
| Bolton Trust, S | 18 9 |
| S | Marteraty, Ft | 18 9 |
| SS | Marteraty, Ft | 19 |
| Did Hellersey, Ft | 19 |
| West Beldermay, Ft | 19 |
| West Beldermay, Ft | 19 |
| West Beldermay, Ft | 19 |
| Wal 172 031-556 9181 Money Market | Lactine Agent FFS, Salishary Nonze, Longon Wall | Color Free | State | Color Free | Trust Funds 11.35 | 0.30 17.59 | -0.09 | 2.70 35.97 | +0.91 | 0.76 54.47 | 0.20 14.05 | 1.00 1 | 1.00 1 | 1.73 | -0.09 | -끊님 Station Assertion 171 ... 1994 65 11 40.81 5
Fleming Group
London Agent R.F., 6 Crecky Sa, EC3 01-b38 5858 P
Fleming Group
Fleming January ... 1915 03 15 72 40 71 6
Fleming January ... 1915 03 15 72 40 71 6
Fleming Interest 19-52 96 90 4 22 6
Fleming Interest 19-52 14 14 14 14 7
Forthes Securities Management Ltd
PD Bor 887, Grand Carvana, 6949 5
London Agents 01-529 301.5
Gat Inter-include ... 1943 13 13 20 3
Gat Inter-include ... 1945 17 7
Seating Interpolation ... 1945 17 7
Seating Interpolation ... 1945 17 7
Seating Interpolation ... 1945 17 15
Forting Ac Coloning Management Ltd

V Bridge Management Ltd 6PO Box 590, Hong Kong Tricent Life Assurance Co Ltd The second secon Frobisher Fund PO Box HM1735, Ha

Clene 320:9 322:2 327:5 327:5 321:4 236:3 347:8 347:8 351:9 351:9 356:6 361:3 368:4

PLATINUM 50 troy or, 5/80y

SALVER 5.000 Gray of contained of

Dec 579 8 596 0 286 0 Feb 587 8 March 567 8 602 9 867 0 May 584 9 866 8 694 8 7.0 May 584 9 866 8 602 8 600 0 Dec 622 1 638 0 620 0 Dec 623 634 6 625 8 633 8 636 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631 8 631

LIVE CATTLE 40.000 tb, const/

CHICAGO

THE COFFEE futures market

remained the start turn of the London commodity markets yesterday. Continued specula-

tion about the level of damage done to Brazil's crop

by this year's four-mouth drought boosted the March

position to a 19-month high of £2,500 a tonne before hit-

ting resistance. Then heavy

profit-taking and stop loss sales pushed the market down. But it quickly found

support and the price ended £108.50 up on the day at £2,432.50 a tonne, On the London Metal Exchange

aluminium prices lost a sizeable chunk of Monday's

sharp gains but still ended

Official closing (am): Cash 770-1 (774-5): three months 795-7 (799-800): settlement 771 (774-5). Final Kerb close: 799-800. Turnover: 53,700 tonnes.

figher grade close — High:low

Cash 975-5 -10 984-9835 3 months 995-5 -8.95 1008,5 99

Official closing (am): Cash 983-5 (984-5); three months 1,003-5 (1,005-5); settlement 983.5 (984.5). Final Karb close: 999-1,000.

Cash 95?-60 —23 — 5 months 977-80 —15 990/990

COPPER

#### London to start tanker rate futures in February

By Our Commodities Staff

LONDON'S BALTIC International Freight Futures Ex-change (Biffex), which has been operating a futures market in dry cargo freight rates since May, is to launch a sister contract in tanker rates next February.

Following the Biffex Board's unanimous decision to go ahead with the tanker futures plan yesterday its chief executive, Mr Stephen Carter, said he was confident that the tanker rate index on which the contract will be based would prove as

be settled in cash against the index, which will be based on medium size dirty tankers and will be published from early next month to allow trade familiarisation.

• DIAMOND futures trading in London has come a step closer with the establishment by the formation committee of the proposed London International Diamond Futures Market of an assay office in Antwerp, it was announced yesterday. The committee is conducting an nical methods for assaving diawhich could form the basis for settlement of con-tracts traded on the proposed

● THE US Commodity Futures Trading Commission's plans to discuss a number of new contract proposals yesterday were scuppered when it had to cancel its weekly meeting because the failure of Congress to pass an Appropriations Bill had left the agency technically without funding or authority to act.

Contracts which should have been discussed included a cocoa futures option, a frozen concen-trated orange juice option and a European Currency Unit futures contract. The meeting has not yet been rescheduled. O CHINA'S grain harvest this year will be between 375m and 90m tonnes, down from 407m last year, according to Western diplomats in Peking, reports Reuter. But following four successive years of record production stocks are high and the country will again be able to increase exports, they added.

#### **WEEKLY METALS**

All prices as supplied by Metal ANTIMONY: European free

market, 99.6 per cent, \$ per tonne, in warehouse, 2.740-2.800. BISMUTH: European free per lb. tonne lots in warehouse, 3.40-3.80.

CADMIUM: European free market, min. 99.95 per cent, \$ per lb. in warehouse, ingots, 0.73-0.77, sticks, 0.78-0.82. COBALT: European free market, 99.5 per cent. S per lb, in warehouse, 10.75-10.95. MERCURY: European free

market, min. 99.99 per cent. \$ per flask, in warehouse, 250.-260. MOLYBDENUM: European free market, drummed molybdic oxide. \$ per lb Mo, in ware-house. 2.58-2.68.

SELENIUM: European free market, min. 99.5 per cent. \$ per lb, in warehouse, 6.90.7.10. TUNGSTEN ORE: European

## EEC ministers dash hopes MARKETS of tin crisis settlement

BY QUENTIN PEEL IN BRUSSELS AND STEFAN WAGSTYL IN LONDON

EUROPEAN countries yesterday failed to agree on a joint stand in the tin market crisis, dashing hopes of rapid moves towards a settle-ment when the International Pin Council reconvenes today.

EEC Foreign Ministers meeting in Brussels failed to reach any agreement to give the European Commission a mandate to negotiate on their behalf in the council.

and the Netherlands refused to back a British initiative to set will be based would prove as good a market measure as had the dry cargo index which the original contract operates.

Tanker futures contracts will the true and its creations. The commission has simply governments, has run out of money owing hundreds of millions of nounces of millions of nounces to its bankers.

The commission has simply governments, has run out of money owing hundreds of millions of nounces of millions of nounces of millions of nounces of nounces.

would be tantamount to accepting the ned for a settlement. ted last week. "It's no negotiations," said one. "I don't really Bonn would still be prepared to consider any initiative "by the other side—the banks.

brokers and tin producers," a West German official said. "We are at their disposal to discuss, but not on the basis of formal recognition of liability."

The UK, represented at the alf in the council. meting by Mr Paul Channon, WEST GERMANY, France the Trade Minister, had sought agreement amongst the EEC to assume collectively a cerup a joint position, in an effort tain responsibility in order to to break the deadlock between create a soft landing for the to break the deadlock between create a soft landing for the the ITC and its creditors. The ITC." according to another

lions of pounds to its bankers that the correct posture for the and brokers of the London Commission is to do nothing," he added. Metal Exchange.
West German officials maintained the determination of from other countries said that tained the determination from other countries said that the news from Brussels virtuelle willed off the prospects

COMMUNITY for the Community as a whole as had been informally sugges know what happens next. Other members had been

looking for the EEC to take the initiative in proposing negotiations with the creditors, since it is the single largest group with its members accounting for almost 25 per cent of ITC financing LME brokers, who had hoped

to start negotiating with the tin council later this week were very disappointed. "We do not understand what they are play-ing at," said one. The EEC decision means that

the LME, which has kept tin trading suspended since October 24, could now be forced to re-open the market without a settlement. Prices would almost certainly collapse far below the £8,140 a tonne suspension price. In unofficial trading in London yesterday tin was changing hands at £6,400 to £6,500 a tonne, but it could fall far lower if the ITC's stockpile

#### They said that even to give the of setting up a working party far lower if the ITC Commission power to negotiate to negotiate with the creditors, flooded the market. ALUMINIUM Overproduction put at 15%

BY STEFAN WAGSTYL

production by at least 15 per —export controls would have to Mr Reg Eccles, managing cent to match world demand for stay in place if only to prevent director of Metals and Minerals the metal, a London conference on "The Market For Tin" was told yesterday. Mr David Williamson, direc-"The Market For Tin" was

tor of metal research for broker Shearson Lehman Brothers, said that if export quotas imposed by the International Tin Council were lifted world production would total some 220,000 tonnes a year—or 35,000 tonnes above demand.

This took no account of the stocks of 100,000 tonnes or so in the hands of the ITC and others, he said. "Tin prices must fall to a level where severe production cutbacks take place. Producers in Malaysia, Indonesia. Thailand and Brazil could exist with prices at around £6.000 a tonne, but mines in Bolivia and in Cornwall were vulnerable with production costs over £7,500 a

Mr Williamson forecast that prices would therefore have to fall below £6,000 a tonne before necessary cuts in pro-duction were made.

But this would probably not ation prices could well fall be-last long since consumers low £6,000 a tonne and may be would expect lower prices. The hard put to average even £5,000 £8,250 a tonno way the ITC stocks were sold for both 1986 and 1987," said assure supply.

TIN PRODUCERS need to cut would also influence the market Mr Williamson.

METAL BOX, Britain's leading packaging company, is under pressure to freeze its prices of food cans until the world tin market has settled down, writes Maurice Samuel-

Yesterday, it received a public appeal by the UK Food Manufacturers' Federation not to insist on its earlier demand for a 3.5 per cent price rise. The federation said that American Can, another males coupling had another major supplier, had delayed a price decision for the same reason and that the British Steel Corporation would not seek any price review for tinplate until a new tin reference price for 1986 had been-set.

"When the tin market reopens the tin price could be so low that the can makers may not have to face any increase in the cost of their main raw material, timplate," the federation said.

Initially, consumers short of the early release of minehead metal might buy at this price stocks.
when trading resumed, he said. "In a total free-for-all situ-

Research Services, a UK research company presented a rather more optimistic outlook the conference.

He said the tin crisis was not due to continuing oversupply but to a massive stock accumulation between 1979 and 1982 and the ITC's failure to eliminate this. Over the past 18 months supply and demand had roughly been balanced. Cathodes Official closing (am): Cash 971-3 (578-80); three months 980-1 (993-8): sattlement 973 (980). Turnover: 29,250 tonnes. US Producer prices 57.5-71.5 cents per pound.

The industry had to consume surplus stocks relatively quickly if it was to avoid a prolonged period of price weakness or profound long-term problems, said Mr Eccles.

A price of £5,000 to £6,500 a tonne was likely to remove the excess in two or three years. But a price of about £5,000 a tonne would probably lead to significant production cuts since only about 40 per cent of 1984 output was economically viable at this price. Mr Eccles estimated that

the average cost of production was the equivalent of £6,500 to £7,000 a tonne. A long-term tin price of below £7,500 a NICKEL tonne might be enough to ensure supplies if non-commercial production continued. But a price of between £7,500 and £8,250 a tonne was needed to

#### Australia lashes out at US over wheat subsidies

BY PATRICIA NEWBY IN MELBOURNE

THE US Government's wheat (£630,000) through lower prices the Americans were interpret The board claims it had to

lower prices by that figure in two recent Yemen wheat two recent Yemen wheat tenders for a total of 100,000 tonnes in order to gain the business in competition with US

surplus stockpile.

The AWB chairman, Sir export subsidisation policies Leslie Price, said the Yemen have cost Australia A\$1.32m example showed how loosely in the Yemen, according to the ing their own anti-EEC guide-Australian Wheat Board lines when implementing the

US\$1bn scheme.
Although the EEC bas sold wheat flour to the Yemen, the wheat grain market has been virtually 100 per cent Australian.

per lb, in warehouse, 6.90-7.10.

TUNGSTEN ORE: European free market, standard min. 65 per cent. \$ per tonne unit WO., cif. 55-63.

VANADIUM: European free market, min. 98 per cent V.O., cif, other sources, \$ per lb V.O., cif, 215-220.

business in competition with US he also lashed out at what he described as "underhanded methods" being used by the gramme (EEP). Under the programme, which is intended to retailate against subsidised to retail 15-2.20. costs by the provision of free the second 50,000 tonne tender supplies from the country's and was able to participate and ultimately conclude the deal.

#### | North Sea crude oil prices down

By Richard Johns

RATES FOR Brent Blend, the key North Sea crude, dropped by over a dollar yesterday largely in response to reports that Mexico is about to adopt a market-responsive pricing

policy, according to traders. Brent Blend for January was at a buyer-seller range of \$25.15-25.30 a barrel compared with \$26.20-26.35 on Monday. One deal was reported to have been done as low as \$25.05. Texas West Intermediate was also down frmo \$27.50-27.60 in generally thin trading. On the products spot market gas oil fell by \$11 per tonne to \$236-237.

### Unofficial + or High grade close (p.m.) -£ per tonne Cash 504,6-5,5 +2 499/499 5 months 507 8 +2,5 511 487.5 Official closing (am): Cash 503-4 (487-9): three months 506-7 (489-91): settlement 504 (489). Final Kerb close: 510-11. Turnover: 13,850 tonnes. US Prime Western: 35-35.75 cents per

ZINC

GOLD

Gold rose \$2% an ounce from Monday's close in the London bullion market yesterday to finish at \$321-321-322. The metal opened at \$321-321-3 and traded between a high of \$327-323 and a now of \$320-321. A weaker trend during the morning was reversed as the dollar reacted to a surprise left in US housing starts. GOLD BULLION (fine ounce) Dec 16

Close \$321½,522 Opening \$521-381½ M'ni'g fix, \$321.90 Aft'n'n fix \$321.15 COLD AND PLATIMEM COINS Krg'rind \$3231<sub>2</sub> 524 (#325 2251<sub>4</sub>)
1<sub>2</sub> Krug. \$1705<sub>4</sub>.1711<sub>2</sub> (£1183<sub>4</sub>.1191<sub>4</sub>)
1<sub>3</sub> Krug. \$214.88 (£605.6114)
1)18 Krug. \$2834.361<sub>4</sub> (£243.851<sub>2</sub>)
Maplelesf \$3351<sub>2</sub> 535 (£2301<sub>2</sub>.2301<sub>4</sub>)
1,18 Angel \$3237 (£2293.23114)
1,18 Angel \$32.37 (£221.2551)
1,28 Angel \$32.37 (£254.41)
1,28 Angel \$32.37 (£251.351<sub>4</sub>)
1,28 Angel \$32.37 (£251.351<sub>4</sub>)
1,28 Angel \$32.37 (£251.351<sub>4</sub>)
1,28 Angel \$32.37 (£231.351<sub>4</sub>)
1,28 Angel \$430.47 (£231.351<sub>4</sub>)
1,28 Angel \$430.47 (£231.351<sub>4</sub>)
1,29 Angel \$430.47 (£231.351<sub>4</sub>)
1,20 Angel \$430.4

1791,0 1775.9 1736.9 1903,1 (Base: September 18 1937=1005 DOW JONES Dow Dec. Dec. Month Year Jones 16 13 ago 200 Spot 121.19 122.46 - 123.03 Fut, 128.20 127.03 - 125.11 (Baser December 31 1974 = 100)

Not available due to suspensit
of the LME.

MAIN PRICE CHANGES in tonnes unless otherwise stated.

INDICES

REUTERS

FINANCIAL TIMES

Dec. 17 Dec. 16 Meth ago Yearago

Dec. 16 Dec. 13 M th ago Year and

\_- \_- 290.15

the day with what dealers described as a reasonably steady tone. They attributed the fall, which left the cach position £21.50 down at £771 Dec. 17 + or Month METALS a tonne, partly to firmer sterling against the dollar and parily to a wave of selling believed to be on behalf of Japanese interests. The set-back was not unexpected, they Cash b Grade... 2975.25 —10 2955.8 2995.25 —8.274976.5 4321.75 +2.25 4324.5 2275 —1 2274.6 2288.25 —1 4278.26 Gold Troy oz... said, adding that the bull trend remained undented. LME prices supplied by Amalgamated Metal Trading. Unofficial + or close(p.m.) — High/low
£ per tonne Cash 770.5-1.5 -21.5 770:760 5 months 796-7 -21 819:774

Barley Fut. Mer. £113.75 —0.18.£111.08 Maire £142.50 .....£136.00 Wheat Fut. Mar. £115.40 —0.18£113.15 No. 2 Hard Wint. **OTHERS** 

† Unquoted. x Dec-Jan. † Per 75 lb.

COCOA

Official closing (am): Cesh 275.5-6 (273.5-4): three months 282.5 (280-5): settlement 275 (274). Final Kerb close: 293.84. Tumover: 16,000 tonnes. US Spot: 18.5-20 cents per pound.

Unofficial + or close(p.m.) — High-low £ per tonne

Cash 3075-80 -12,5 5080 8998 3 months 3100.10 -7,5 3100-866 Official closing (am): Cash 3,075-80 3,029-30): three months 3,090-100 3,050-5): settlement 3,080 (3,030). nal Kerb close: 3,080-90. Turnover: Aggressive trade and commission ouse buying sent values soaming gain. Writh New York locked limit.

FREIGHT FUTURES

| Close |High/Low| Prev.

Jan. 880/882 | 881/679 | 878/881 April 937/859 | 939/83 | 931/833 July 820/825 | 820 | 815/830 Oct. 910/9145 | 916/915 | 915/920 Jan. 918/825 | 916/925 | 916/925 April 970/993 | 975/885 Tumover: 115 (12).

**GRAINS** 

BARLEY

SILVER Buillon of LMLE, or per Fixing p.m. 102.10 in 15.40-5.25. May 118.40-15.00 per Fixing p.m. 102.10 in 15.40-5.25. May 118.40-15.00 per Fixing p.m. 102.10 in 15.40-2.30. Sept 93.10 only, 10.20 in 15.40-15.00 per Fixing p.m. 10.20 in 15.40-2.30. Sept 93.10 only, 10.20 in 15.40-2.30 in 15.40-10.20 in 1

SUTE—Rew: Dac/Jan e and f Dundes BTC \$470, BWC \$470, BTD \$435, BWD \$435, c and f Antwern BTC \$450, BWC \$450, BTD \$410, BWD \$410, Products: c and f Dundee ar-India Dac/Jan ship-ment 40 in 10 oz £16.01, 40 in 7.5 oz £12.31; B rewils £43.86.

US MARKETS

PRECIOUS METALS came under scattered pressure in response to dealer selling linked to renewed weakness in energy prices, reports Heinold Commodities. Copper and aluminium suffered sharp losses on arbitrage selling and losses on arbitrage setting and profit-taking following sharp gains. Sugar came under modest pressure on the lack of fresh physical inquiry. Despite a decline in Bahia arrivals come values moved slightly lower on arbitrage colling and a lock of specular selling and a lack of specula-tive interest. Coffee remained limit-up on Brazilian crop concern. Cotton traded mixed with spreading and profitak-ing featured. Expectations af a large stock build up in the weekly trade report along with reports that Mexico is considering a cut in its mode.

considering a cut in its crude oil price led to sharp losses in the energy complex.

NEW YORK ALUMINIUM 40,000 lb. conts/lb COCOA 10 tonnes, S/tonne 199h Law Prev 2258 2215 2255 2257 2285 2275 2313 2250 2253 230 2325 2318 236 2355 2341

Coconut (Phin \$412.5x 1-7.5, \$406 Palm Maisyan \$405z ........ \$572,5

E per te-me 1700 1706 +18.0 1708-1685 1744 1745 +15.0 1761-1728 1758 1760 +12.5 1785-174 1778-1775 +15.5 1775 1781 1789 1790 +16.0 1792-1798 1800 1810 +16.0 1

Sales: 2,027 (1,080) tota of 10 tonnes, ICCO indicator prices (US cents per pound). Delty price for December 17: 106.04 (107.34); free-day average for December 18: 107.54 (107.47).

20,808 (14,755) tota of 5

tonnes.
ICO indicator prices (LIS cents per pound) for December 16: Comp daily 1879 172.17 (163.97) 15-day average 153.62 (151.56).

**POTATOES** 

£ per tonne

Sales: 350 (131) lots of 40 tonnes.

Roddick. - Prices remained around opening levels throughout the day,

127, 1-127, 5 —0, 65 -128, 7-128, 9 —0, 50, -125, 5-128, 9 +0, 80, -125, 5-124, 8 +0, 65, -124, 5-126, 9 —124, 4-127, 9 +0, 18.

LONGON DAILY PRICE—Rew sugar \$143.00 (£99.00), down \$1.00 (down £1.00) a tonne for December-January delivery. Whitez suger \$176.50, down \$1.00.

No.6 Yest'day's, Previous Business Con-close close done

Mer - 162,2-162,4 164,8-165,2 167,0-162,0 May - 166,2-169,8 176,8-169,6 170,4-166,8 Aug - 176,8-171,4 174,0-175,9 174,8-176,8 177,2-176,8 177,2-176,8 177,2-176,8

Sales: 2,043 (1,369) lots of 50

Sales: 43 (95) lots of 20

SUGAR

Yesterday: + or: Business

125,9

SOYABEAN MEAL

Although good trade based participation was seen in the October 19

-0.36 110.70 -0.10 -0.10 115.75 -0.18 -0.16 115.75 -0.05 +0.18 98.50 -0.10 +0.16 101.25 -0.16

COFFEE "C" 37,500 lb, cents/lb

Ciose High Low Print
Dec 203.70 — 203.00 202.00
March 207.95 297.96 297.95 291.96
May 211.60 211.60 211.60 205.69
Joby 215.80 215.80 215.80 205.90
Supt 219.14 219.14 219.14 213.14
Dec 222.67 223.67 223.57 217.57
March 224.00
Mayq 226.50 226.50 226.50 220.50 84.85 65.10 65.25 66.40 65.79 COTTON 50,000 ib, cents/lb Close 66 30 65 65 65.75 65 32 62.22 ## Prev | Ash 27.27 | March | Ash 27.27 | 25.01 | 25.01 | 507ABEA | 26.02 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25.01 | 25 Feb 25.05 25.00 25.07 25.07 25.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125.07 125 ORANGE JUNCE 15,000 to, cents/to

OIL Brent and WT: price falls late on Monday in the US continued yeaterday but few deals were done. Surels started to recover before London closed. Nymex opened 51c down for February, and efter touching hims-down and reuruary, and efter touching inner-down had recovered to only 73c down by 1.30 pm EST. In the petroleum products market gas oil fell sharply, led down by the paper vade on communing bearishiness over future crode and product crises in general. Naphtha also fell in busy December trade as dealers tried to close posttons before the Christines break—Petroleum Argus, London. 

SPOT PRICES The market opened 30p down in guiet trading conditions, reports T. G.

CRUDE OIL—FOB (\$ per barrel)—Jan. 

PRODUCTS—North West Europe Prompt delivery cif & per tonne 

Petroleum Argus esti GAS OIL FUTURER

\$ U.S. 5 U.S.
per tonne
236.50 -8.50 238.86.828
239.00 -9.50 913.96.825
219.00 -9.25 213.217.25
207.00 -9.16 212.86.87
198.50 -7.50 212.86.85
198.50 -8.50 212.86.85
198.75 -8.75 212.86.85
198.75 -8.75 212.86.85 The market railled \$3 in the wake of the strong rise in coffee prices provoked by him fears over the drought in Brazil. However the higher levels could not be sustained, reports C. Czarnikow.

Turnover: 7.072 (2.229) lots of 700 CRUDE Oil, FUTURES—Brent Blend Index. 5 a berref. (Close, change, business done); index 28.48, +0.20; Jan 25.20.25.70, -0.85, 25.48.25.30; Feb 24.20.24.30, -1.025, 24.50.24.40; biarch 23.50.24.30, -0.50, untraded; April 23.50.24.30, -0.56, antraded; May 22.00.26.00, -1.30, untraded; Turnover; 408 (3) lors of 1,000 barrefs.

RUBBER

Tate 5. Lyle delivery price for granulated basis sugar wee £202.50 (£203.50) a tonne for export. PMYSICALS—The London market opened unchanged, attracted some covering interest throughout the day and closed quierty steady, reports Lawis and Peat. Closing prices (buyers): spor 57.000 (same). Jan 54.75p (same). Fig. Scare), Feb. 55.75p (same). The Kuala Lumpur fob price (Maleysia/Singapore cants) per kg RSS No 1 was 180.5 (same) and for SMR 20 171.0 (same). International Sugar Agreement—(US cents per pound tob and stowed Caribbean ports.) Prices for December 16: Daily price 5.62 (5.45): 15-day everage 5.56 (5.55). PARIS—(FFr per onne): March 1390-1392, May 1418-1420, Aug 1475-1480. Oct 1519-1535, Dec 1530-1560; March 1695-1615.

## Rebuilding the Mediterranean tree line

The programme he began in the early 1940s required 100,000 hectares of trees to be planted in Spain annually. After his death the figure soon dropped to 50-60,000 hectares and after allowing for the deliberate burning of forests the net increase now runs at about 30,000 hectares a year, compared with 90,000 during the Franco era.

The Mediterranean countries urgently need more forests. The Sahara-effect that in Africa creeps southward at the pace of up to 5 kilometres a year, has made a strong impact in Southern Europe, too.

According to a study on forest resources in Europe made by the Finnish forestry expert Mr Kullervo Kuusela, about 25 per cent of the total land area of Spain suffers from severe erosion and another quarter is subject to mild erosion. If the situation is allowed to deteriorate the damage could well ex-

moisture of soil, by reducing the erosive power of the wind, and keeping the air fresh and rich in oxygen.

The land area suitable for environment in the long run. side too, goes the theory. The however, tree plantation is estimated at At the moment, however, local population would therefore be less dependent on at an increasing pace in most grazing.

400

GENERALISSIMO FRANCO may have had a lot of faults but for one thing he was widely acclaimed. He planted trees.

The programme he began in Developing domestic forestry fast growing species. And this programme he began in the pr

Olli Virtanen on prospects for reversing the desertification of Southern Europe

and forest industries would is the point that has attracted most local opposition.

Could even yield foreign currency earnings.

According to a widely is the point that has attracted most local opposition.

Proponents of afforestation would bring in "exotic" species such as eucalyptus and various According to a widely approved guideline the ideal

forest cover in any country would be approximately 30 per cent of the land area. In Spain the figure is 14 per cent, in Portugal 29 per cent, in Italy 22 per cent, in Greece 19 per cent and in Turkey 11 per cent. The potential is there to correct the situation in the Mediterranean region, says the Finnish study. Forests in the

species of pine. Environmentalists say that eucalyptus would destroy the soil, deplete water resources and destroy much of the fauna and micro-organisms. This is countered by the argu-

would consume water resources

ment that eucalyptus is one of the very few species that would grow in areas which suffer from erosion. Initially the species but in the long run, it is a year by the year 2000 claimed, they would have a depending on the level balancing effect on the water of destruction of forests

increases its value.

The annual growth per hectares of commercial forests of which 3.5m hectares have planted since 1940. in the cold of Finland, for environmental balance, by regulating the water table and moisture of soil, by reducing the erosive power of the wind, and keeping the air fresh and rich in oxygen.

In Spain, there are 6.5m hectares of commercial forests of which 3.5m hectares have existing forest industry installations modernised and new capacity built, the increase of commercial provided for the cold of Finland, for the cold of Finland, for the cold of Finland, for the cold of Finland for the cold of Finla

be made more profitable to land owners than burning them for pasture or extensive agriculture. Forest industries in the Mediterranean countries are very inefficient.

In Spain 300,000 forestry and forest products workers produce about 12.5m cubic metres of wood a year. In Sweden annual production totals 60m cubic metres but only 113,000 workers are needed.

Trees that are planted urgent environmental purposes, argues the Finnish study, would also serve as a raw material source for the forest industry. EEC countries will, according to an estimate by the Finnish forest industry consultancy group Jaakko Pöyry, run a wood raw material deficit of 11-14m cu m

value of woodland.

This means that forests must Silver was fixed 4.3p an ounce higher for sopt delivery in the London bullion market yesterday at 410.8p. US cent equivalents of the fixing levels were: spot 590.25c, up 6c; three-month 610.5c, up 6.05c; six-month 613.25c, up 7c; and 12-month 635.1c, up 7.25c. The metal opened at 409-411p (591-593c) and closed at 409-409-p (595-587c).

هكذا من الأجل

#### CURRENCIES, MONEY and CAPITAL MARKETS

#### FOREIGN EXCHANGES

## Interest fears depress dollar

The dollar lost ground in verithin trading yesterday amorenewed speculation of an early reduction in the US discountate. Sentiment was influenced primarily by comments made by Mr. Henry Kaufman, chie economist of Salomon Brothers suggesting that the rate charges suggesting that the rate charged on short term Federal funds would fall and that the US dis-count rate would also be reduced.

reduced.

The market was also affected by Friday's release of the US fourth quarter flash estimate on GNP, and what little participation there was appeared to be inhibited ahead of this figure. A two day FOMC meeting which ends today contributed further uncertainty as to how the US authorities would pitch their policy on interest rates. Against this background trading remained very thin and nervous with relatively small amounts sufficient to influence rates.

A lower than expected figure for US housing starts contributed to the dollar's bearish undertone and although there was no success at establishing the dollar below DM 2.50, the US unit still finished at its gainst the D-mark at DM 3.6275 however and

POUND SPOT-FORWARD AGAINST POUND

DOLLAR SPOT-FORWARD AGAINST DOLLAR

ct 17 spreed Close One month p.a. months

1.4320-1.4455 1.4355 1.4375 0.48-0.465 pm
1.2250-1.225 1.222-1.2302 0.30-0.20c pm
1.2250-1.2325 1.222-1.2302 0.30-0.20c pm
1.2362-1.3965 1.3943-1.3948 0.12-0.15c dis
1.3942-1.3965 1.3943-1.3948 0.54-0.51c pm
1.505-1.51 5.10-5-1.15 5.10-5-1.15 0.89-0.462

1.5943-1.39 8.111-9.12 5-0.50 dis
1.5943-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.51 1.594-1.5

Dec. 17 Prov. close  £ Spot   \$1,439-1,4409,61,449-1,440-1   month   0,48-0,44pm   0,47-0,45p	£ IN NEW YORK							
2 Spot   \$1,4399-1,4409 \$1,4895-1,440		Dec. 17	Prev. close					
I month 0.48-0.44pm 0.47-0.45pm 6 months 1.38-1.20pm 1.29-1.26pm 1.29-1.26pm 4.47-4.37pm	4 Spot . I month 5 months	\$1,4398-1,4408 0,48-0,44pm 1,38-1,29pm	\$1,4695-1,4405 0,47-0,45pm 1,29-1,25pm					

DM 2.5110 from DM 2.5230 on Monday. Elsewhere it fell to Y201.85 from Y202.60, FFr 7.6650 from FFr 7.71575 and SFr 2.1010 compared with SFr 2.1125. On Bank of England figures, the dollar's exchange rate index fell from 127.4 to 126.8.

p.s. months
3 92 1.34-1.30pm
2.75 1.32-1.10pm
6.10 51-51pm
6.10 51-51pm
6.21 49-30pm
3.03 91-81pm
1.49 0.43-0.10pm
7.28 61-8pm
1.49 0.43-0.10pm
7.28 61-8pm
1.473 425-1220ds
-2.95 200-330dis
-2.95 200-330dis
-1.02 11-21dis
-1.03 11-33-33-33-33-33-33-35-73-75-50nth
4.70-4.55c pm.
3.034-3.044-

p.a. months
3.92 1.34-1.30pm
2.44 1.00-0.70pm
-1.16 0.38-0.44ds
2.23 1.41-1.38pm
-0.82 7-10dls
-0.99 13-24dls
-0.99 13-24dls
-3.51 1.88-1.94pm
-18.75 450-10ddis
-7.31275-325dls
-4.91 87-84dls
-4.91 87-84dls
-4.91 87-84dls
-3.91 7-84dls
-3.91 1.87-1.82pm
-0.21 5-24-pm
3.79 1.87-1.82pm
Forward promiums an

## Y290.0 compared with Y291.25. Elsewhere it slipped to SFr 3.02 from SFr 3.0375 and FFr 11.0150 from FFr 11.0975. D-MARK — Trading range against the dollar in 1985 is 3.4516 to 2.5110. November average 2.5926. Exchange rate index 130.3 against 121.8 six months ago.

Trading was quiet and un-eventful ahead of the year end. Dealers in Frankfurt were resigned to coping with small year end demand only, with most participants already squared off ahead of the festive season. Current speculation about a fall in the US discount rate was fall in the US discount rate was countered to some extent by a reluctance on the part of EMS central banks, notably the West German Bundesbank, to see any renewed pressure within the EMS normally associated with a stronger D-mark. An opportunity for traders to capitalise on central banks' desire to maintain current levels ahead of the French general election failed to materialise. The dollar was fixed at DM 2.5120 down from DM 2.5224 on Monday and there was no intervention by the Bundesbank. The dollar closed at DM 2.5060 from DM 2.5280.

. Deig. 17	England	Morgan Guaranty Change %	
Sterling U.S. dollar U.S. dollar Canadian dollar Austrian schilling Seiglan franc Danish Kroner Deutsche mark Swiss franc Guilder French franc Lire Yen	121.3 92.5 , 83.4	-12.2 +16.1 -11.1 +5.9 -9.7 -2.7 +11.4 +12.2 +6.7 -11.8 -19.7 +39.9	

morgan Gustanty changes: average 1980-1982-100. Bank of England Index (base average 1975-100).

#### OTHER CURRENCIES

Dec. 17	·æ	
Aus alla Brazil Finiand Greece H'kong Iran Kuwait Lux'burg Malay'ss! N'Z'land Saudi Ar Sin'pore 8.Af.(Cm) B.Af.(Fn) B.Af.(Fn)	1,1612-1,1536 2,1165-2,1619 14,283-14,384 14,283-14,384 11,225-11,2576 12,255- 0,4175-0,4182 73,40 73,50 2,8720-2,8820 2,8720-2,8820 2,8720-2,8820 3,0395-3,0485 3,8480-3,8680 4,7870-4,9625 5,2865-5,3600 4,7870-4,9625 5,2865-5,3680	1,4695-1,4710 9,925-8,975 5,4746-5,4765 149,45-15-155 7,8035-7,8055 94,857 0,8922-0,290,0 61,05-51,15 2,4280-2,4300 1,9980-2,0040 1,9980-2,1040 1,950-3,6511 2,1370-2,1160 2,5740-2,6890 3,3375-3,4485

\* Selling rate.

**CURRENCY RATES** 

#### **EXCHANGE CROSS RATES**

Dec 17	£	<b>.</b> .	DM	ÝEN	F Fr.	S.Pr.	HFL	Lina	C\$.	B'Fr.
£ 3			3.608 2.511	290.0 201.9	11:02 .7.665	3.020 2.101	4.056 2.824	2456 1709.	2.006 1.596	75.40 51.15
DM YEN	0,277 3,448	0.398 4.955		80,39 1000,	3.053 37.98	0.857 10.41	1,125 13,99	680,7 8468.	0.556 6.914	20,36 253,3
F Fr. S Fr.	0.908 0.331		3.275 1.195	263,3 96,03	10. 3.647	2,742 1.	5.684 1,344	2229, 613,2	1,820 0.664	66.68 24.32
H Fl.	0.246	0.864 0.685	0.889 1,459	71,47 118,1	2.715 4.465	0.744	1,652	605.8 1000.	0.494 0.816	18.10 29.91
C 8 B Fr.	0,499	0,717 1,956	1.799 4.912	144.6 394.8	5,493 15,00	1.506 4.112	8,024 6.524	1225. 8348.	2,730	36.63 100,
Yen per	Yen per 1,000: French Fr per 10: Lira per 1,000: Belg Fr per 100,									

#### **EURO-CURRENCY INTEREST RATES**

Dec. 17	Short term	7 Days notice	Month	Months	Months	Year
Sterling	1119-1150	11%-11 <del>4</del> 7/2-8/4	11#-114 778-8	1114-1134 712-713	1216-1134 74-778	116g-115 77g-8
U.S. Dollar	734-71g 858 91g	879-918	87a-91a	78-76	7.71	67a-7
D Guilder	534-578	53, 575	54-572	61.612	674-6	54 <u>8</u> -64
Sw. Franc	16-116	78 116	459-41g	' 44-46	4648	414
Deutschmrk	448-412	44.48	418 4 F	418-418	446-44 <u>6</u>	418-418
Fr. Franc	9.94	g 914	1150-1158	124 124	12-12	2114-113
italian Lire	18-15	16-21	1714-1918	1678-1719	151 <sub>8</sub> -161 <sub>8</sub>	1434-155
8.Fr.(Fin)	759-751	83.6	911-834	,91g.93g	9.84	87g 91g
Br.Fr (Con)	748-754	9.914	954-10	91 <sub>8</sub> 95 <sub>4</sub>	91 <sub>8</sub> .938	8-918
Yen	Big-Bla	48-5B	818 814	7,8-758	7-719	67g-7
D. Krone	9.912	B7g.95g	87g-93g	854-914	834-874	834-914
Asian \$ (Sng)	778-8	7楼-8七	\$-51 <sub>6</sub>	712-712	716.716	9/E-8/H

**MONEY MARKETS** 

## FINANCIAL **FUTURES Strong**

US Treasury bonds were very strong on the London International Financial Futures Exchange yesterday, breaking through to new contract highs, on further evidence of depressed economic activity. Bonds for March delivery opened at 83-31, and although this was above the previous close it was only slightly higher than the day's low of previous close it was only stigntly higher than the day's low of 83-29. Trading was fairly quiet until publication of November US housing starts. These fell by 12.2 per cent to 1.55m, and are expected to keep down demand for home loans, helping to reduce the general level of interest rates.

**CURRENCY MOVEMENTS** 

п.	1,-437.0				
	IMM.	STERLIN	G \$8 pe	rt	
9		Latest	High	Low	Pres
9	March	1.4250	1.4285	1.4230	
3	June	1.4150		1.4100	
•	Sept	1,4035	1.4055	1.4005	
	Dec		_	_	1.437
	LIFFE-	STERLIN	G £25,00	0 \$ per	£
		Close	High	Low	Prev
	March	1.4260	1.4320	1.4255	1,4240
	June	1.4125	1.4120	1.4126	1,4120
	Sept	1,4010	1.4000	1.4000	1.4020
•	Fet wol	ume 121	(23)		
	Previous	day's	open int	2,052	(3,831)
•	ui∓€	DEUTSCH	IE MARK	S DM 1	2,000 \$
	per DM	l			
		Ciose	High	Low	Prev
	March	0.4023	0.4026	0.4017	0,3993
ì	June	0.4050	_	_	0,4022
í	Est vok	me 53 (2	20)		
	Previous	day's	open int	187 (20	143
	~	TERL	INC I	NDE	•
	Э	EUL	EPT	1455	<b>`</b> .

# | Bank | Special | Prawing | Current | Prawing | Prawing

<del></del>	Ecu central rates	Currency amounts against Ecu December 17	% change from central rete	% change adjusted for divergence	Divergence limit %
Belgien Frenc Denish Krone Germen D-mark French Frenc Dutch Guilder Irish Punt italian Lira Change	44.8320 8.12857 2.23840 6.86402 - 2.52206 0.724578 1520.60 s are for E	44,7449 7,96318 2,19075 5,70694 2,46530 0,710705 1494,84 cu, therefore	-0.19 -2.03 -2.13 -2.29 -2.09 -1.91 -1.89 positive cha	+1.14 -0.70 -0.80 -0.96 -0.76 -0.58 -1.31 inge denotes	±1.5425 ±1.6421 ±1.1465 ±1.3654 ±1.5762 ±1.6673 ±4.0856

## London rates hold steady

Interest rates showed little movement on the London money market. Three-month interbank was unchanged at 11½-11½ per cent, and discount houses buying rates for three-month bank bills were steady at 11½ per cent. The Bank of England initially forecast a money market shortage of £300m, but revised this to £400m at noon and to £450m in the afternoon. Total assistance was only £360m. Before lunch the authorities bought £37m bills outright, by way of £3m hank bills in band 2 at 11½ per cent; £2m Treasury bills in band 2 at 11½ per cent; £2m Treasury bills in band 3 at 11½ per cent; £31m bank bills in band 3 at 11½ per cent; £31m bank bills in band 3 at 11½ per cent; £31m bank bills in band 3 at 11½ per cent; £31m bank bills in band 4 at 11½ per cent.

In the afternoon another

bank bills in band 4 at 11-b per cent.

In the afternoon another f168m bills were purchased outright, through £116m bank bills in band 2; £12m bank bills in band 3; and £40m bank bills in band 3; and £40m bank bills in band 4 at unchanged rates.

Late assistance of around £105m was also provided.

Bills maturing in official hands, repayment of late axistance and a take-up of Treasury bills drained £200m, with a rise in the note circulation absorbing £205m, and bank balances below target another £65m. These outweighed Exchequer transactions adding £200m to \$30 year \$30 year

**NEW YORK RATES** 

#### MONEY RATES

Dec. 17	Ov'r-nig*t	One Month	Menths	Three Months	Months	Lomba In'v'ntic
Frankfurt	4.25 4.35	4,76 4.90	4,75 4,90 라는 8남	4,75.4.85 8 3-8 2	4.76 4.88 BH:91	5.5 834
Zurich	79-119	41.412	: =	413-416 513-548		=
Amsterdam, Tokyo	B.09375	8,21875 154: 1 <b>5</b> 4	! =	7.84875 144-1518		! =
	E 60	SH 9H	. <u> </u>	84-66 114-114	116-116	: ·=

to add liquidity to the money market. This was slightly more than the DM 8.5bn draining from the market today as an earlier agreement expires. Banks will receive the money today, and be charged a rate of 4.60 per cent, unchanged from the most recent agreement of a week ago. Bids at the tender totalled

#### FT LONDON INTERBANK FIXING

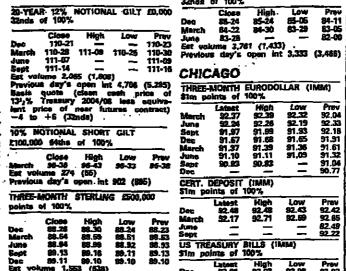
(11.00 s.m. Dec. 17)	Six months U.S. dollars			
Three months U.S. dollars	. bid 7 18/18	offer 7 15:18 -		
bid 7 15/16 offer 7 15/16		!		
The fixing rates are the erithmetic means, rounded to the nearest one-streenth, of the bid and offered rates for \$10m quoted by the market to	five reference bank working day. The Wastminster Bank, Doutsche Bank, Be Paris and Morgan	benks are Nation Sank of Tokyo neue Nationale d		

#### LONDON MONEY RATES

Dec. 17	Över night	? days notice	Month	Three Months	Six Months	One Year
Interbank Sterling CDs LocalAuthorityDepos Local Authority Bonds Discount Mkt Depos Company Depos Finance Has Depos Treasury Bills (Buy) Bank Bills (Buy) Fine Trade Bills (Buy)	114-124 124-284 114-1161	114-114 114-114 114-114 11-114 -	1159-11# 11# 12% 12% 11%-11% 11# 11# 11#	11版 11版 11版 11版	111 <sub>3</sub> -1169 1169 12 — 1144 1144	114-114   114   115   116   -
SDR Unked Depos	_ =	_ <u>=</u>	71: 54 91: 91:	7.75-7.80 778-818 816-918	7; 8tk 9; 9;	7:/-8/4 84:-84

Trascury Bills (sell): one-month 11½ per cent; three-month 11½ per cent. Bank Bills (sell): one-month 11½ per cent: three-month 11½ per cent. Trascury Bills: Average tender rate at discount 11.1583 per cent. ECGD Fixed Finance Schome 1V relevance rate November 6 to December 3 (inclusive): 11.612 per cent. Local authority and Finance Houses seven days' notice, others seven days' fixed, Finance Houses Base Rate 12 per cent from December 1, 1985. Bank Deposit Rates for sums at seven days' notice 6.25-6 6.25 per cent (mit). Certificates of Tax Deposits (Series 6): Deposits £100,000 and over held under one month 11½ per cent; one-three months 11½ per cent; three-six months 11½ per cent; six-nice months 11½ per cent; three-six months 11½ per cent. Deposits withdrawn for cash 7½ per cent.

#### LONDON



Ciose High Low Prev 88.26 88.30 88.24 88.23 h 88.54 88.59 88.51 88.53 88.94 88.89 88.92 36.93 89.13 89.16 89.11 89.13 89.13 89.16 89.10 89.10 volume 1,553 (518) out day's open int 7,130 (7,150) Close High Low Prev Dec 137.45 138.60 138.50 138.50 March 138.40 139.60 137.75 138.50 Est volume 1,862 (544) Previous day's open int 2,721 (2,829)

Close High Low 92.38 92.39 52.33 82.25 92.25 32.30 92.00 91.99 91.94 91.71 91.71 91.65 blume 3.874 (2.608)

LIFFE E/S OPTIONS £25,000 (cents per £1)

LONDON SE E/S OPTIONS E12,500 (cents per E1)

1.19 0.82 0.52 0.29 0.14

24.20 19.20 14.30 10.20 6.90 4.60 2.90

for home loans, helping to reduce the general level of interest rates.

The housing starts figure pushed March bonds to a peak of \$4.30, and the contract closed at \$4.22 compared with \$3.05 on Monday.

Eurodollar futures moved in reluctant sympathy with bonds, opening at \$2.33 for March delivery, the low of the day, and finishing at \$2.38, just below the day's high of \$2.28, and compared with \$2.25 previously.

The injection of 51bn of temporary reserves into the New York banking system by the Federal Reserve, by customer repurchase agreements, when Federal funds were trading at only 714 per cent came too late to influence trading on Liffe, but dealers auggested that prices already reflect expectations of an early cut in the Fed's discount rate.

Gifts futures were quiet for THREE-MONTH EURODOLLAR \$1m points of 100% LIFFE-EURODOLLAR OPTIONS

an early cut in the Fed's discount rate.

Gilts futures were quiet for most of the morning, but gained some support from the improvement of sterling against the dollar. March gilts opened at 111-04, and touched a peak of 111-09, rising with US bond futures after publication of the US housing starts. The UK public sector borrowing requirement of £702m in November was regarded as satisfactory and encouraged buying, but profitaking and a weakening of the pound in the afternoon took the contract down to 110-28 at the close, against 110-30 on Monday. Three-month sterling deposit futures continued to suffer from the lack of any prospect of an the lack of any prospect of an early cut in bank base rates, closing little changed on the day.

**CURRENCY FUTURES** POUND-S (FOREIGN EXCHANGE)

Dec 17 Previous
78.9 78.7
78.9 78.7
78.8 78.8
78.6 78.8
78.6 78.8
78.6 78.8
78.6 78.8 

UK clearing banks base

EMS EUROPEAN CURRENCY UNIT RATES

## IN SIX MONTHS TIME,

1.60

March 0.20 0.25 0.50 1.20 2.55 5.40



YUU CAN I ELL US EXAC

WHAT THESE WILL BE WORT

## **YOU MAY NOT NEED OUR OPTIONS**

Only last year the Chicago Mercantile Exchange launched its options on the Deutschemark and it quickly became the most actively exchange - traded currency option in the world.

And now, with CME's latest options on the British Pound and Swiss Franc, together with an interest rate option on the Eurodollar, corporate treasures, bankers and dealers have even greater flexibility in managing rate uncertainty.

Corporate treasurers use CME options as "insurance policies" against future rate fluctuations in hedging strategies, tender or takeover situations and as an insulation against translation exposures.

Leading banks, institutions and government dealers use CME options as an essential dealing and arbitrage tool to lay off foreign currency and interest rate risk. The high volume of CME options and the tight pricing

which arises from the link between our options and futures contracts has enabled our customers to benefit from an improved and even more sophisticated service.

Established 1919

Five-Star-Service on the world's futures markets. Floor and Clearing Members of major UK and US

BAILEY SHATKIN LIMITED

In all your enquiries ask for the "Five-Star-Service"

World Trade Centre, International House

St Katharine's Way, London El 9UN

Telephone: (441) 481 3225

Telex: 886583 - FAX: 481 4389 Germany: 0130.6464 - Holland: 06.022.7000

Switzerland: 04605.0123 - France: 19.05.908311

Company Notices

UNILEVER N.V. 91/1% US\$100m Bond Loan 1979/1987

Notice is hereby given to the holders of the above mentioned bonds that, in accordance with Article IV of the Trust Agreement dated July 17th 1979, Unilever NV wishes to redeem the outstanding amount of the above mentioned loan in full on 17th February 1986. Such notice has already been given to the Trustee.

The principal of each bond, plus interest over the period from July 15th 1985 until February 17th 1986 being US\$54.47, making in total US\$1054.47 per bond, will be payable from February 17th 1986 at the offices of the paying agents listed below:

Principal Paying Agent
Amsterdam-Rotterdam Bank NV
595, Herengracht, Amsterdam
Paying Agents

Luxembourg ) SA
venue Marie Therese
Luxembourg
Deutsche Bank Aktiengesellschaft
10-14 Grosse Galfusstrasse
6000 Frankfurt/Main

Kingdom of Spain

US\$ 100,000,000 Floating Rate Notes due 2000

In accordance with the terms and conditions of the Notes, notice is hereby given that for the interest period from December 17, 1985 to June 17, 1986 the Notes will carry an interest rate of 8.1125% p.a.

The interest payable on the relevant interest payment date, June 17, 1986 against coupon no 1 will be US\$410,13 per US\$10,000 principal amount.

KREDIETBANK

S A. LUXEMBOURGEOISE

The Trustee Nederlandsche

Trust-Maatschappij NV

Morgan Gueranty Trust Company of New York 35 Avenue Des Arts B-1040 Brussels

Midland Bank Limited 60 Grecechurch Street London EC3P 3BN

Swiss Bank Corporation

Credit Lyonnais 19 Boulevard des Italiens 75002 Paris

Citibank (Luxembourg ) SA 16 Avenue Marie Therese

Unilever N.V.

December 17th 1985

1 Asschenvorstadt CH-4002 Basel

-Call us toll free on any of our telephone numbers

-Free Chart Service for accounts of \$20,000 or more

-Over 60 years experience and reliability.

Exchanges.

Prev 92.04 92.33 92.18 91.91 91.61 91.32 91.04 90.77

79-19 79-00

-Free Market Letter

For a free copy of "Options on Currency Futures: An Introduction" and/or "Options on Eurodollar Futures: An Introduction", write to or telephone Keith Woodbridge or Neil McGeown at Chicago Mercantile Exchange, 27 Throgmorton Street, London, EC2N 2AN. Telephone: 01-920 0722,

Telex: 892577 IMMLON G.



#### **FUTURES AND OPTIONS WORLDWIDE**

27 Throgmorton Street, London EC2N 2AN 01-920 0722 30 South Wacker Drive, Chicago, Illinois 60606 312/930-1000 87 Wall Street, New York 10005 212/363-7000

NYO

COMALITO

LONDON SHARE SERVICE

LONDON SHARE SERVICE

A STATE OF THE STATE OF Financial Times Wednesday December 18 1985 28 AMERICANS-Cont. ENGINEERING—Continued INTERNATIONAL LTD. Roman House (3rd Floor) Wood Street, London EC2Y 58P United Kingdom Telephone: 01-628-2931 Telex: 518812979 (SYSECG) BRITISH FUNDS "Shorts" (Lives up to Five Years) Undated 1985 178 1

INT. BANK AND O'SEAS
GOVT STERLING ISSUES

\$ \$99\\_\text{Aircas to Re 11\\_\text{Lo 2010}} \quad \text{97\\_\text{Lo 11}\\_\text{201}} \quad \text{97\\_\text{Lo 11}\\_\text{10}\\_\text{11}\\_\text{10}\\_\text{11}\\_\text{11}\\_\text{2010}} \quad \text{97\\_\text{Lo 10}\\_\text{10}\\_\text{11}\\_\text{10}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\text{11}\\_\tex CORPORATION LOANS | 1004|| Sertineplan | 13-pc 1989 | 107-lp | 12-60 | 11.17 | 96 | 02.11-pc 2012 | 103-lp | 11.22 | 11.18 | 1004|| Sertineplan | 13-pc 1987 | 101-lp | 12-12 | 11.18 | 1004|| Sertineplan | 13-pc 1987 | 101-lp | 12-12 | 11.18 | 11.00 | 11.88 | 99-le | 11.10 | 12.07 | 11.10 | 12.07 | 12.07 | 11.10 | 12.07 | 12.07 | 11.10 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 | 12.07 COMMONWEALTH & AFRICAN LOANS

851-771-782 74pc 1988-92

1001-940-100 71pc 83-80

192 179 S Reparatype Noo-Assid

74 62 70-41pc 89-92 Assid

74 63 70-41pc 89-92 Assid

75 6312

76 631 20-88 LOANS **Building Societies** FOREIGN BONDS & RAILS | Stack | Change 4 or 1898 | Do Sac 1912 | Do Sac 1913 | S Do Sac 1913 | S Do Sac 29 Stack | Coreck 7 or An | Oo. 6ac 29 Sta. Ass | Do 4ac Marca Ass | An | Hydra Queber 150c 2011 | Icetand 9 of 1915 | S S S S | Do 141 pc tan 2016 | Irreland 9 of 11 (9b 142 pc 48 × 210) | Turm 9ac 1991 | 31, 16 77 3 1549 2 1402 2 75 301 1590 1163 145 1204 145 1204 145 1204 1 158 5 22 9 82 9 12200 | 125 | 21 | 37 | 179 | 126 | 127 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 50ct 78, 128d AMERICANS + er Div Y1d - Gross Car Gr's \$1 40 \$1 20 \$1 30 \$1 40 \$1 40 \$1 60 19 25 37

1.15

Financial Times Wednesday December 18 1985 INDUSTRIALS—Continued LEISURE—Continued PROPERTY—Continued INVESTMENT TRUSTS-Cont. | Mage | Lane | Sizet | Price | Ref | Ref | Price | Ref | Ref | Price | Ref Div Y1d Net 'C'er Gr's PE ## PAPER | PRINTING | ADDRESS | ADDR | 175 | 50 | 20 | 190 | 190 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 66 53 Pleatanes Truzi ...

40 26 Do Warnant ...

122 97 Precoper Metals Cc. ...

366 294 Raeburn ...

128 102 Right, b Ivs. Cap ...

129 135 Part & Metals Ivs. Cap ...

120 Elide Robert Dis Fill ...

120 Elide Robert Dis Fill ...

1217 Eli Sente & Metals Ivs Fill ...

122 Elide Robert Dis Fill ...

123 Elide Robert Dis Fill ...

124 125 Robert NV Fill ...

125 202 Senter Ivs I ...

126 202 Senter Ivs I ...

127 127 Eli Robert Ivs I ...

128 202 SPLIT Inc 100 ...

129 202 SPLIT Les 100 ...

130 131 133 Do. Cap Rip Frei ...

131 133 Do. Cap Rip Frei ...

132 135 Sont And Ivs 500 ...

132 137 Senter No. ...

133 101 255 Sont Les Ivs ...

134 130 Senter Ivs Sont ...

135 137 Senter No. ...

136 203 Senter Ivs Sont ...

137 149 Sent Mether Ivs ...

138 130 Senter Ivs Sont ...

139 130 Senter Ivs Sont ...

130 130 Senter Ivs Sont ...

131 131 130 Senter Ivs ...

134 130 Senter Ivs Sont ...

135 137 Sent Mether Ivs ...

136 137 Sent Mether Ivs ...

137 149 Shelter Fre East St. ...

147 149 Shelter Fre East St. ...

148 141 Stockholders Ivs ...

149 151 TR Ind. & General ...

152 129 TR Robert Re East St. ...

153 137 TR Ind. & General ...

154 131 TR Ind. & General ...

155 137 TR Ind. & General ...

156 201 TR Materal Resources ...

157 139 TR Ind. & General ...

158 137 Tre Ind. & General ...

159 137 Tre Ind. & General ...

150 137 Tre Ind. & General ...

151 137 Tre Ind. & General ...

152 129 TR Prop In Test ...

155 129 TR Prop Ivs Test ...

156 129 TR Prop Ivs Test ...

157 139 Tre Ind. & General ...

158 137 Tre Ind. & General ...

159 140 Tre Index Insert ...

150 150 Tre Insert Insert Insert ...

151 151 TR Ind. & General ...

152 129 TR Prop Ivs Test ...

153 130 Tre Insert Insert Insert ...

154 151 Tre Ind. & General ...

155 129 Tre Insert Insert Insert ...

156 120 Tre Insert Insert ...

157 Tre Ind. & General ...

158 137 Tre Ind. & General ...

159 137 Tre Ind. & General ...

150 137 Tre Ind. & General ...

151 137 Tre Ind. & General ...

152 129 Tre Insert Insert Insert ...

155 129 Tre Insert Insert | TRUSTS, FINANCE, LAND | Stack | Proc. | Stac Teas Teas

CIDIL, 775 Assam Donor £1 ... 780 +5 | 90 24 1 6

E19 £144 Literie Erp. £1 ... £15 ... 35.0 4.3 1.3 3

347 £242 Anti-and Reset £1 ... 285 -2 | 7.5 7.7 1.3 8

255 £170 Do 8 Anti-and Reset ... 193 +1 844-19.3 6.2

815 £694 Warsa £1 ... 730 +5 21.2 6.2 6.3 1.3 9 Hamaton £ Gen less ... 245 +3 15.0 6.7 2.9 6.30 1.3 83 Williamson £1 ... 425 -5 20.0 \$\phi\$ 1.7 1 Finance, Land, etc REGIONAL & IRISH STOCKS | Albany Inv 20s. | 182 | Fat 13\* 97.02 | £1055\* |
Albany Inv 20s.	182	Fat 13\* 97.02	£1055\*
Fatty Pit 55	46	Pit Note	40st
Fatty Pit 55	700	Carpit leds	£30
Fatty Pit 55	700	Carpit leds	£30
Fatty Pit 55	700	Carpit leds	£30
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55	Fatty Pit 55	
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
Fatty Pit 55	Fatty Pit 55		
F "Recent Issues" and "Rights" Page 26 (International Edition Page 30)			
This serves is available to every Company dealt in on
Exchanges throughout the United Kingdom for a fee of £8

Co--

#### RECENT ISSUES

## Equities lose ground amid oil price uncertainty FT index falls 10.4 to 1089.9

Account Dealing Dates
Option

\*First Declara- Last Account
Dealings tions Dealings Day
Dec 9 Dec 19 Dec 20 Jan 6
Dec 23 Jan 9 Jan 10 Jan 20
Jan 13 Jan 23 Jan 24 Feb 3

"Now-time" dealings may take
place from 9.30 am two business days
J.

ing the trend in sterling, long-dated stocks opened around a higher, but soon began to drift, higher, but soon began to crist, back before receiving a boost from higher opening levels on the US bond market yesterday. Quotations, however, began to ease in the late dealings as sterling retreated against the dollar and rises which had extended to at one stage were pared to only a on balance. Gains in the shorts were usually limited to the

Dec 23 Jan 9 Jan 10 Jan 20
Jan 13 Jan 23 Jan 24 Feb 3

"New-time" dealings may take place from 9.30 am two business days earlier.

Despite another strong overnight lead from Wall Street—the Dow Jones Industrial Average advanced to another record on continued hopes of a reduction in the Federal Reserve Discount Rate—London equity markets lost further ground yesterday. Government stocks, in contrast, made a slightly firmer showing, sentiment here being helped by an early improvement in sterling fulled in its attempt to acquire

in the Federal Reserve Discount Rate—London equity markets lost further ground yesterday. Government stocks, in contrast, made a slightly firmer showing, sentiment here being helped by an early improvement in sterling against the US dollar.

Blue chip industrials were inclined harder at the opening, but the initial improvement proved short-lived as potential investors again showed a marked rejuctance to commit fresh funds and, for most of the morning absence of buyers. Blue Circle

investors again showed a marked reluctance to commit fresh funds and, for most of the morning session, quotations drifted gently lower. However, the tone deteriorated appreciably around midday as a few lines of stock came on offer, particularly in the Store sector.

A subsequent technical rally left leading equities a few pence above the worst, but underlying sensitive against a backdrop of continuing oil price uncertainties. Illustrating the lunch time setback, The Financial Times Ordinary share index, extended a fall of only 4.5 at 11 am to one of 14.2 a couple of hours later before settling 10.4 down on the day at 1,089.9. Overall, selling was relatively light, but jobers were reluctant to take stock of the Christmas holiday.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results.

Government securities finished the day with small gains. Following the interim results. Investment Office holds a 6 per cent stake in SGB.

ICI opened a shade firmer in the wake of Wall Street's overnight advance, but subsequently drifted off to close 3 cheaper on balance at 731p. Laporte cheapened a couple of pence to 345p, while Plysn shed 6 to 181p following the interim results. W. Canning, a good market on Monday following news that Yule Catto had acquired a near 8 per cent stake, eased 3 to 90p. Elsewhere, Amersham International were dull at 276p, down 7.

#### Stores dip and rally

Stores reacted initially to re-newed offerings as investors continued to express uncertainty over tax cuts. A selective rally developed during the afternoon over tax cuts. A selective rally developed during the afternoon, it is one stage were pared to only it on balance. Gains in the shorts were usually limited to it.

Life issues down

The Government's latest pensions proposals prompted renewed weakness in Lige issues. Legal and General dropped to 715p before closing a net 10 cheaper at 725p, while Sun Life lost 15 at 822p and Refuge fell 13 at 387p. Abbey Life gave up 7 at 190p as did London and Manchester at 845p. Equity and Law softened 5 at 232p and Fearl relinquished 4 at £121. Recently firm Lloyd Brokers succumbed to profit-taking. Sedgwick declined 10 to 790p.

Licenced deposit takers Chasery Securities staged a successful debut in the Unilse Face and February of the Sun Licenced deposit takers opened at 66p and moved up to 50p. Before closing, at 66p which

#### FINANCIAL TIMES STOCK INDICES

	Dec. 17	Dec. 16	Dec.	Dec. 12	Dec. 11	Dec. 10	2go
Government Secs Fixed Interest Ordinary ♥ Gold Mines Ord, Div. Yield Earnings, Yid, %fulli, P/E Ratio (net) (*) Total bargains (Est.	82.91 88,86 1089,9 259,8 4,56 11.32	82,85 88,85 1100,3 257.5 4,53 11,23 10,99	83,15 89,06 1105,9 260,3 ,4,51 11,19 11,08	85,18 88,84 1104,8 264,2 4,51 11,17 11,04	82.74 88.62 1103.7 267.7 4.50 11.15 11.06	82,81 88,68 1115,7 263,0 4,41 110,95	82,26 85,78 939.9 452.2 4,58 11,68 10,32
Equity turnover £m. Equity bargains Shares traded [mi]	_	338,13° 18,491	456,17 19,595	478.44 18,973	517.37 21,311	485,84 24,550 233.0	384,96 26,406

₩ 10 am 1099.8. 11 am 1095.8. Noon 1089.3. 1 pm 1086.1. 2 pm 1086.7. 3 pm 1087.0. 4 pm 1089.9. Day's High 1101.3. Day's Low 1086 0.

Basis 100 Government Secunties 15/10/26. Fixed Interest 1928. Ordinary 1/7/35. Gold Mines 12/9/55. SE Activity 1974.

HIGHS AND LOWS	S.E. ACTIVITY
	INDICES

- :	19	85	Since Co	mpliat'n	!	Dec. 16	Dec. 13
	High	Low	Kigh	Low	Daily Gilt Edged	· ,	1
Govt. Secs.	84,57 (18,10)	78.02 (28/1)	127.4 (9:1:85)	40 18	Bargains		
Fixed Int		89 17	150.4 (28/11/47)	: (5/1/76)	: Value 5 dayAverage	683,4	920.0
Ordinary	1148.9	911.0 (25/7)	1146,9		C:'t Edged Cargains Equities	4	-
Gold Mines	536.9 (15/4)	217.6	734.7	43.5 (26) 10/7 ()	Bargains	133.4 919.6	149.4 1064.5

among secondary Electricals, advancing to 172p on further consideration of the bid approach from Electronic Data Systems, the computer subsidiary of General Motors of the US, before General Motors of the Us, before closing 17 to the good at 154p. Micro Scope jumped 10 to 125p in response to the annual results, while United Leasing gained the same amount to 247p following the better-than-expected first-half-foruse. Now of the JIS word

	Dec. 17	Dec. 16	Dec	Dec. 12	Dec. 11	Dec. 10	year ago
	·						82.26
nment Secs	85.91	82,85	85,13	63.10	DZ. 14	02,01	02,20
Interest,	88,86	88,85	89,06	88.84	88,62	88,68	85.78
ary <b>▼</b>	1089.9	1100.3	1105.9	1104.8	1103,7	1115,7	939.9
Mines	259,8	257.5	260,3	264,2	267.7	263.0	452.2
) v, Yield	4,56	4,53	4,51	4,51	4,50	4,41	4,58
igs, Yld. Zifulli	11.32	11,23	11.19	11.17	11.15	<b>†10.95</b>	11.65
tlo (net) (*)	10.90	10,99	11,05	11.04	11.06	11,26	10.32
bargains (Est.	21,513	21,170	23,083	24,415	24,891	29,143	26,711
turnover £m.	_	338.13	456,17	478,44	517,37	485,84	384.96
bergains							
s traded (ml)	_	170,5	226.8	233.4	249,6	233.0	199.6
•						_	-

• Nil = 10.51.	<del>0023.</del>
HIGHS AND LOWS	S.E. ACTIVITY

_ ;	190	85	Since Co	mpllat'r	!	Dec. 16	Dec. 13
	High	Low	Kigh	Low	Daily Gilt Edged	1	
jovt. Secs.	84,57 (18,10)	78.02 (28/1)	127.4 (9:1:85)	49.18 (8/1/76)	Bargains Equities Bargains	119.8	- 127
ixed Int	90,58 (23:10)	82,17 (28/1)	150.4 (28/11/47)	50.53 (8/1/76)	5 dayAverage	, 683,4	920.0
ordinary	1148.9 (25/11)	911.0 (25/7)	1146,9 (25/11/85)		C: t Edged Cargains Equities	4	-
Sold Mines	536.9 (15/4)	217.6	734.7 (15/2/88)	43.5	Bargains		149.4 1064.6

vosper, 225p. S. w. wood, at 35p, lost the previous day's gain of 5. Molins dipped 5 to 165p as the management buy-out bid lapsed and Arthur Lee gave up 4½ to 43p on further considera-tion of the preliminary figures.

YESTERDAY'S

**ACTIVE STOCKS** 

or likington down

en Miscellaneous industrial leaders made a dull showing as several sizeable lines of stock came on offer. Pilkington were vulnerable and closed 8 off at 310p, while shell were finally unaltered on the day at 635p, after opening at 540p, while shell were finally unaltered on the day at 635p, after 640p. Elsewhere. Triton Europe remained a highly volatile market closing 15 up at 250p.

Rank Organisation declined 10 to 430p and Hanson Trust cheapened 5 to 191p. Boots were resilient and rallied from a south African Collage of the latest slide in North Sea oil prices, BP settled unchanged on balance at 53pp. while Shell were finally unaltered on the day at 635p.

Europe remained a highly volatile market closing 15 up at 250p.

Golds steadier

Golds Steadier

South African Collage of the latest slide in North Sea oil prices, BP settled unchanged on balance at 54pp. while Shell were finally unaltered on the day at 635p.

Europe remained a highly volatile market closing 15 up at 250p.

Golds Steadier

South African Collage of the latest slide in North Sea oil prices, BP settled unchanged on balance at 54pp. while Shell were finally unaltered on the day at 635p.

Europe remained a highly volatile market closing 15 up at 250p.

Golds Steadier

South African Collage of the North Sea oil prices, BP settled unchanged on balance at 54pp. while Shell were finally unaltered on the day at 635p.

Europe remained a highly volatile market closing 15 up at 250p.

Golds Steadier resilient and railied from an staged a minor raily following initial dull level of 248p to close the latest improvement in the

a penny dearer on balance at 252p. Elsewhere, British Steam rose 14 to 164p in response to the better-than-expected interim results and R. Kelvin Watson firmed 7 more to 250p awaiting bid developments. British Aerospace gave up 8 to 440p following profit-taking and the recently firm Pearson lost 7 at 113n for the same respon-413p for the same reason. Perennial takeover favourite Metal Closures dropped to 138p, but rallied smartly to finish only a penny easier on balance at

Motor Components featured renewed support of Lucas Industries which advanced 9 more to 435p on further reflec-tion of the chairman's confident statement at the annual meeting; the new nil-paid shares equities. Rio Tinto touched 73p premium before few pence at 512p.

A minor rally by

also held sway in EMAP A, 8 off at 153p. Paper/Printings were also dull. Norton Opax fell 7 to 123p, and DRG 5 to 198p. A rare bright spot was provided by Bemrose which were marked 10 higher at 153p on consideration of the sale of its packaging operations to Low and Bonar.

Leading Properties moved against the generally dull trend. Light support left Land Securities a couple of pence dearer at 297p and MEPC the same amount better at 286p. Hammerson A hardened 5 to 465p and Slough Estates gained a penny to 152p. British Land touched 153p following the satisfactory interim results before closing unchanged at 152p. Secondary issues proved vulnerable to occasional selling. Caparo Properties, up 20 on Mon-day on news of the company's moves to expand its property development activities, encountered profit-taking and shed 6 to 46p. Peel Holdings, which announced a £17m rights issue on Monday, shed 15 to 425p.

**MONDAY'S** 

**ACTIVE STOCKS** 

Charterhouse advance The agreed cash and shares bid by Belgium's Petrofina for Charterhouse Petroleum saw the latter race ahead to close 34 higher at 100p. The news also triggered a flurry of takeover speculation in other second-line triggered a flurry of takeover speculation in other second-line oils. Clyde Petroleum, regarded as a prime bid target, jumped 10 to 60p, while Charles Capel moved up 5 to 100p. Sovereiga Oil rose sharply to touch \$4p\$ before profit-taking left the shares at 74p. Goal Petroleum rallied a couple of pence to 50p. Leading oils gained ground in the first few minutes of trading, helped by the sharp rise on Wall Street overnight, but were quickly subdued by the latest slide in North Sea oil prices. BP settled unchanged on balance at

YESTERDAY ""

builion price. The latter gained ground for the fourth successive trading day to close a net \$2.25 trading day to close a net \$2.25 higher at \$321.75 an onnce. Share prices were marked up at the outset and held steady for the rest of the session. The leaders posted gains ranging to it, as in Vaal Reefs, \$425. and Winkelhaak and Southwall added i apiece at \$123 and \$203 respectively. President Steyn, on the other hand, slipped i to a the other hand, slipped 4 to a 1985 low of £111.

Business in South African Financials was neglible but UK-Financials was neglible but UKdomiciled issues provided weak
spots in Consolidated Gold
Fields and Hampton Areas. The
latter dropped 14 to 123p following the disappointing interim
results, while the former
remained a dull market and
settled a like amount down at
443p, reflecting fading bid hopes
and the general weakness in UK
equities. Rio Tinto-Zine lost a
few pence at 512p.

closing 10 up on balance at 70p premium.

Publishers trended easier.

Associated Newspapers fell 30 to 940p, after 935p, while sellers also held sway in EMAP A, 8 off at 153p. Paper/Printings were also dull. Norton Opax fell 7 to 123p, and DRG 5 to 198p. A rare bright spot was provided by Bemrose which were marked 10 higher at 153p on consideration of the sale of its packaging

#### **NEW HIGHS AND** LOWS FOR 1985

NEW HIGHS (34)	
BRITISH FUNDS (2) Exc Exch. 2-pc 1987. AMER	h, 21 <sub>2</sub> pc 1986.
Abbott Labs., Chrysler, S Carbide, BANKS 41) Ale	ers Let, Union entene Bank Ned.
Allied Irish Banks, Com Deutsche Bank, BREWEI Distillers, Bust DINGS (4	ts (1) Irish 3 Crowce (D.).
inti, Amco Corp., Meyer (2) Alida Hidgs., Bayer A Amber Day, ELECTRICA	inti, CHEMICALS
ENGINEERING (1) Britis (1) Dart & Kraft, INDUS	in Steam, FOCISS TRIALS (5)
ziectrolux, Halma, Photo Bowes Cnv. Ln., Prestwik (1) Ailianz AG, LEISURE	h. INSURANCE
Boats, PAPER (1) Smurt TRUSTS (6) Archimedes	t (Jeperson). Inc., Drayton
Japan, Gen, Consolidated Success, Murray Smile, M	i, 184. in lies, S. NMC

NEW LOWS (58)
AMERICANS (2) Corporate Data
Sciences, Texaco, BANKS (2) Cater Allen, Union Discount, BREWERS (1) Sethswen
Brewery, BUILDINGS (7) AMEC. CHEMICALS (2) Amersham Intl., Holt Lloyd Intl. STORES (1) Bedford (Wm.).
ELECTRICALS (5) Automated Security, Brikst. Compact, Norbain Elects. Oceonics, Questel, TDS Circuis, Weater
ERCTO, WORDHER ENGINEERING (3)
Braithweite, Brown (John), Coben (A), FOODS (3) Berisford (S. & W.). Chambers & Fargus, Glass Glover.
BALFALETTELA LE 170 A APROVIGE BORGOT
LEISURE (2) A. & M., Joliana's. NEWSPAPERS (2) Home Counties. Portsmooth & Sunderland, PAPER 45)
ATA Selection, Aldcom Intl., Davidson Pearce, Delyn Packsolna Good Relations. Proces (Michael), PROPERTY (2)
Centrovincial Estates, Coss. Tern. Imrs.
TRUSTS (4) Lundon Trust. Do. Warrants, Pacific lav. Tec. Writs. Wentes lav.
TRUSTS al London Trust. De. Warrants, Pacific law. THE Worts. Wenning law. TEXTILES 11 Corah, Oils (de Enterprise Oil, North See & Gen. law. Sancos Sowerings Oil, OVERSEAS TRADERS (1) Pinky (James), PLANTA-TIONS (1)
Finley (James), FLANTATIONS (1) Anglo-East Plants, MINES (8) President
Stevn, Cultus Pacific, Emotroy Milest Metals Explo, Parings Miles, Walne
Creek, Gerror Tin, Tara Exply.

#### RISES AND FALLS

	Rice	Falls	Same
British Funds	65	4	40
Corpus Dom &			•
Foreign Bonds	14	8	87
Industrials	162	465	871
Financial & Props	62	758	343
Oils	22	25	79
Plantations	8.	3	7
Mines	42	43	95
Others	83	66	40 871 343 79 7

## EQUITIES \$95 F.P. 17/1 100 \$74 F.P. 8/1 85 \$128 F.P. 10/1 135 | 128 | F.P. | 101 | 185 | 180 | 494 | 49 | German Sec. | 180 | 5 | 183 | 2.3 | 2.4 | 2.4 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5

حقو			
FIXED	INTER	EST !	STOCKS

issue price £	髻	2 6 2 2 5 2	19	88	1 Stock	- 40 - 60 - 60 - 60 - 60 - 60 - 60 - 60 - 6	.+
	Ę.	350	High	Low		- 6 i	_
97 9nk	POR	444	24.1-	24	Allied Lon. Props. 101% IstMort. Deb. 2026	24	- 5
91.441	230	17/1	227	291	Australia 9:21 Ln. 2012	27/2	,
31.330	EP	rini !	110	100	Biomechanics 81. Cnv. Uns. Ln. 1991.	100	-2
£100	£10	30/1 i	. 10 <i>5</i> a	950	t Bristol Water II.23, R&d, D&b, 2997 27.	. 95UP	•
196.466	: F.P.	87/11:	1184	97	Brixton Est. 1047, 1st, Mort. 04b. 220	974	
4*	F.P.	:X1/I '	109	105	Burtzi 79 Cov. Line, Ln. 1995.97	107	
<b>\$100</b>	610	23/1	114	_11	Chester Water, 5's Red, Pref, 1992.	102-	. '
	F., .	20/1	77.0	TOY	Second Interculate of Chy. Red Pt. (44).	071	
§100	EID	201	102	950	p East Anglian Water 11,51,8d.0b.1355-17. Essex Water 11.55 Red. Deb. 1985-17.	9730	
(100	F10	80 1	104	950	Do. 11,35 Red, Deb, 2005 98.	9500	
197.617	225	31/1	273	25	Evens of Leads 11 List Mort Deb. 78.75	36:4	
44	· F.P.	( <del>-</del>	162 :	155	Gable Hse, Proos. 101/3 Crw. Ln. 75 FF	1224	
95,603	225	10.1	25.	241	L'Hustamere 1051 tet Mort. 2016	24.1	• 1
88.466		24/1	2615	231	Inti. Bk. for Rec. & Dev. 9121, Lp. 2010	. 30 %	• •
212	·Mil	ة ا	Σğ <u>p</u> ıπ	12662	Intl. kov. Tet, Jersey Units"	PROF	1 H
\$98,80¢		32/2	25igr	234	Land Securities 10% Deb. 2025	24.7	
	Z.P.	1 – 1	1004	382	Nationwide Bldg. Soc. 17 - 17-11-85	99	
198,43			95.	989	Peachey Prop. 15(3, 1st Mort. Dep. 2015	Ord.	4
199 517	CEO	26.2	401	ZA L	Rosehaugh Greycoat 1 H ist Mt Do 2514	39 h	
97.25	230	2014	31.4	20	Sweden (Kingdom of 1914 t. Ln. 2014	ŠD:	4
₹99.706	E40	: - :	4012	40	Throughorton Tat. 11. 7. Gtg. Deb. 2019.	. 4014	
	<b>NII</b>	22/1	Sppan	E pp	R Tozer Kemsley 8 le's City,Cum_Prf_20p	7-роп	<b>, –</b> 4
93,345 j	, P.	<i>19</i>	35) I	341	Whithfoodhy,71,144 Step. Int. Do. 10	100.0	
(98,664	F.P.	10/1	1004	597	LYeoman Inv. Tst. 1142 Deb. 2015	100	٠
					· · · · · · · · · · · · · · · · · · ·		

#### RIGHTS OFFFRS.

latine price		Latest Renunc. date	1985		Stock	Closing	, +_o
	₹2		High Low		충효		
\$A5.75			29pm	27pm	ANZ SAL	29pm	
	FP.	10/1	. 12 .	95	Barker & Dobson Ip	11.	-4
260	. MA	20-1	84grts	559m	Bestwood 150	. 58om	
145	NB	17/1	40pm		Bodypote int'i.		
25	F.P.	2/1	64	40	Comm. Bk. Wales	49	
270	F.P.	91	280		Countrys de Props	210	
130		8/1	167	157	Crown House	162	
	FP.	24/1	119		*Pencora.		-5
<b>68</b>	. NEW 1		30m		Hartwells	יוופגי	
120	Mil		-	-2 1/101	Had. Scat Energy Pl	יוויע קיי	2
. 3o	No	101	3om	·	TAND, SCOT CHELGA		
365	, MB	IO/I			Leisure inv	Tom	
- Bi-	FP.		60pm	overn	Lucas Inds. Cl	, <u>10</u> 6w	
475			_52	7.8	** Metal Sciences 2:p	, Dig	4 lz
	MIZ.		75pm		Mountleigh		' <u>.</u>
<b>6</b> € i	F.P.	25/12	. 64 !		Payon Intl		—)
255	F.P.	10/1	36	_32	Readicut 5p	32	
360	MH.	24/1	190pm	90pm	Regulato Propa	, 80bur	-5
240	F.P.	20/1	265	268	Samuelson Grp. 20p	273	
187	F.F	6/1 ‡	234 •	21I :	Wedgwood	254	
besad divides and Yi otherw shares	on print contact has in a	ospectes er on ear red on pr dispred, "rights."	estimeter hisgs up Vilpectie Tiphus Tips	L gA: deted b or othe d by i	for dealing free of string de seamed dividend and yield ye also streem striament, is also streem striament, is also streem and selfers make of capitalisation. § I work reespanisation agains work reespanisation agains	F Fore H Division L in Fore of ordi	icest land. ICEST Asre

preference	a shares i	nd one wa	rest.
OPT	ONS		•
First Deal-	Deal-	Last Declara-	Settle
Dec 16 Jan 6	Jan 3	tion Mar 26 Apr 10	Apr 1
Jan 20 For rate	Jan 31 e indicat	Apr 24 tions see	May 440 0
7	nit Tru	rt Service	•

Stocks favoured for the call included STC, County Preperties, Racal Electronics, Noble and Lund, Amstrad Consumer Electrenics, Tricentrel, British Home Beats and C. H. Balley. No puts

#### FT-ACTUARIES SHARE INDICES

These Indices are the joint compilation of the Financial Times,

	EQUITY GROUPS & SUB-SECTIONS					Tu	es C	)ec	17 1	.985		Mo De 16	De	t Dec	Year ago Capprox3
	Figures la parent stocks	heses sho per secti		er of [	index No.	Day's Change	Es Ears Yiel (Ma	ings d %	Gross Dis. Yield% (ACT at 30%)	Est. P/E Ratio (Net)	nd adj 1985 to date	Sanda			Index No.
_	1 CAPITAL GO	ODS (207	)	5	57.A7	-0.8	20.		4.13						
	2 Building Mater 3 Contracting Co				12.49 12.61	-0.8 -0.8	10. 10.		4.63						
	4 Electricals (13	)		15	08.85	-1.0		74	5.05	13.38	52.3	1514	59 1519.	80 1528.6	1595.68
	5   Electronics (39 6   Mechanical En				94.24 17.80	-0.5 -1.1	30. 20.		3.27 4.61	12.28 11.14	32.0 9.5			31 1418.2 27 319.7	
	8 Metals and Me				5.74	-8.6	9.	35	6.93	13.06	7.9				
	9 Motors (17) O Other Industria		- (20)		99.68 19.47	-05 -14	12/	04 00	4.45 3.75	10.62	5.9 24.3				
	O Other Industria 1 CONSUMER C				H.98	-13		83	3.69	1419	18.2				
2	2   Brewers and Di	istillers (2	······································		8.22	-14	10.		4.00	12.73	17.4				
	5 Food Manufact 6 Food Retailing		)		521	-1.6 -1.2	284 6.3		4.55 2.63	11.86 21.17	17.33 28.06			10 559.00 1727.11	
2	7 Health and Hos	schold Pr		) 11	13.71	-8.9	1	52	2.77	17.99	23.00	1164	32 1188	7 1153	1001.10
2		مدمر واسمد	711		5.95 3.27	-1.9 -1.3	7.2		4.52 5.33	16.%	23.67	753.0 1856.			
3	3 Packaging and	Paper (Li	3)	34	233	-0.6	9,4	62	427	12.47		365		7 366.43	285.33
3	4 Stores (42)			74	8.38	-0.4	7.1		2.91	18.97		75L			
3	5   Textiles (16)			] 34	3.69 5.17	-0.9 -0.8	1 151		4.59 5.19	9.54 7.49	31.43 38.77				
4	OTHER GROW	PS (90)		69	411	-1.O	91		415	13.32	16.56	705.4	13 707.5	0 718.61	598.45
4	2   Chemicals (18).			73	2.31 9.82	-0.7 -1.9	13.9		5.37 4.17	9.52 15.71	26.69 6.20	727.2 213.9			
4		ansport C	10)		4.08	-0.6	7.5		4.18	16.19	46.16	1321.4		3 1338.60	
4	Miscellaneous (	64)		55	4.60	-16	8.3		3.90	14.75	19.69			7 572.23	
4						-0.9 -1.0	9,4	-	3.75 3.92	14.54 13.41	14.38 17.25				
<u>4</u> 51						+0.3	19.0		6.84	6.22		1065.1			1058.45
릙					$\overline{}$	-0.5	10.5	7	4.40	11.82	20.74	731.3	8 734.5		
63	FINANCIAL ST	19UP (11	6)	50	,,	-0.7	]	T	4.79 5.89	1	16.%	511.2			
62						-05 -12	12.1	- 1	439	7.88	23.40	785.0	-		
65 66		posite) (7	<u> </u>	39	4.55	-0.7	<b> </b>	-	4.99	_	13.79	397.9	7 396.5	9 390.50	
67	Insurance (Brok	ers) (B)		115	5.01 2.69	-21 -	7.3	- 1	3.74 3.68	18.27	30.86 6.83	1179.9 282.5			978.23
68 69					57	+0.2	5.8		窈	22.75	17.40	665.5	7 666.2	7 667.34	217.88 544.66
70	Other Flanciak					-LO	9.9	4	5,67	12.46	11.59	384.6		300.77	262.54
71	Investment Trus					-63 -16	13.9		3.42 6.46	8.37	15.06 19.46	639.4 244.4			563.95 269.13
81 91		s (14)				-ŭ	13.4		7.04	8.85	29.15	586.9			616.22
99			3)	662	27	2		$\perp$	4.46		19.50	667.7:	669.7	668.65	583.89
_				led		Day's	Day		Day's	Dec	Dec	Dec	Dec	Dec	Year
					0. 5.4 -	Change			LOW	16 P	13	1279	11	1389.5	- <b>à</b> go
_	FT-SE 100 SHA	SE INDE	X	156	0.4	111	15//2	11	- ATT 1.	B/63 i	TSOTA	13/62	15773	1367.3	12162
	FD	XED	INTE	REST	ľ				AVERA REDEL	GE GRO EPTION	S3 YIELDS		Tues Dec 17	West Dec 16	( <del>sister</del> ) ago Year
_		Toes	Day's	Mor	m a	ن این	adi.		Britis	Contra					
	PRICES	Dec	change users	Dec	tod		985	1	Low		years		10.16 10.30	18.16	18.47 18.37
	Mareco	17	%	16	{		date (	2	Coupon	, 5	YEARS		10.31	10.33	9.91
	Bellish, Consumer				1	$\neg$	_	4	Median		760/5		11.17	11.19	11.13
,	5 years	118.42	+0.06	118.36	l –	12	L16	5	Coupons		years	·	10.66	10.69	10.78
2	l =	130.76	+0.19	130.50	_	12	3.97	6 7	   High		years years		19.26 11.24	19 <i>2</i> 7 11.27	19.18 11.21
	Over 15 years	136.57		136.31	۱ ــ	] 13	1.19	8	Coupons		years		10.61	10.34	20.94
3	Irredeemables	150,13		150.07	_	1	57	9	l		)(ars		10.44	20.46	10.30
4		129.07	+8.15	128.91	1 _		298	<u>,10</u>			<u> </u>	<u>1</u>	9.51	9.81	9.00
_5	All stocks			_	$\vdash$	_	_	끄	Debs & Lenns		5 years 5 years		11.56	11.43	11.64 11.58
6	Debestures & Laure	110.78	+8.85	110.72	_	12	.05	13			o years		11.39	11.35	11.52
-	Preference	81,47	-8.05	81.57	l	1 6	62	14	Prefere	ке		1	11%	11.91	12.68
	BRITISH COVERNMENT INDEX-LINKED STOCKS														
					1		$\neg \tau$		nflation		5%.,	. 1	3.77	3.77	3.30
8	All stocks	198.98	-0.02	7107,411	_	2		16			10%		3.57	357	339

United Bisco	ing	195 245 247	- 7 +10	Bailey Glaxo Pilkin	(C.H.	12	3 2	26 — 2 15 — 0 18 — 2
E	UROP	EAN	OP'	TION	S E	ХСН	ANG	GE .
s	ories !	Vol. ∵	b. Last	Vol.	ey ! Last :		ug. Lest	Stock
GOLD C	£340 5300	12	3.50 2.50	26 10	7,50	7	13.90	\$ 821.70
	٠	De		Marc	h	Jur	ne .	•
SILVER C SILVER P LIFR C LIFR C LIFR P LIFR C SIFL C SIFL C SIFL C SIFL C SIFL C	\$600, \$600, FR410; FR415; FR400; FR410; FI.280; FI.280; FI.305; FI.305; FI.305;		15 15 	4 48 474 5 2 105	25 3.50 A 5.20 B 7.50 5.50 A 3.50		7.50	Fr.406.76
SIFL C SIFL P SIFL P SIFL P SIFL P	F1,340 F1,275 F1,280 F1,285 F1,290	55	0.70 B 3.10 7.90	75 95	0.10 4.50 9.50 2,50	17 8 4	7,80 10,70 16	n   n   n   n
SIFL P SIFL P SIFL P SIFL P SIFL P	FI. 305 FI. 305 FI. 315 FI. 320 FI. 330 FI. 335 FI. 340	10 31 10 31 11 44 4 67	18 22 3.50 38 8.50 53 7.50			1	40 1 1	# # # # # # # # # # # # # # # # # # #
ABN C ABN P AEGM C AEGN P AH C AH P AKZO P AMRO P GIST C	FI.540, FI.540, FI.115, FI.110, F72,50, F75, F1.140, F1.130, F1.130, F1.130, F1.130, F1.130, F1.130, F1.130,	438   1 207   1 102   1 106   0 212	21 A 4 .50 .20 .20 .10 .80 .10 .70 A .60	24 6 24 6 24 6 245 3 231 4 120 1	50 30 8 30 50 80 A 20 20 20 20	39 - 3 34 - 37 20 49	6.40 8.30 7.80 A 5.50 5.50	F1.597 F1.169.18 F1. 75.90 F1.136.10 F1.161.86 F1.263.56
GIST P HEIN C HEIN P HOOG C HOOG P KLM C KLM P NEDL C NEDL P NATH C	FI.70 FI.80 FI.55 FI.56 FI.200 FI.170 FI.80	14   178   440   8   266   3   438   1   250   2   2   2   5   120   0   107	80 15 15 30 50 40 40 40 10	52 4 135 10 63 4 125 3 62 96 12 10	.70 \ 1 ! 6 !	15   92 149   100 :1	2,70 7 5,50 8 3,20	Fl.2 15.80 Fl. 78.30 Fl. 54 Fl.199.60 Fl. 62
NATN P PETR C PETR P PHIL C PHIL P RD C RD P ROBE C UNIL C UNIL P	F1.60 F1.190 F1.170 F1.80 F1.360 F1.360	977 591 3, 117 0, 246 2, 48 9, 52 1,	50 40 60 80	23 1 4 1 416 4, 456 4, 959 5, 199 5,	50 10	80 ; 8	3.70 F 5.50 1.70 F 3.70 F	7.5600 7.57,20 7.171,78 1.81,80 1.384
TOTAL YOU	ME IN COI A=Ask		-	58 C≃Cali	ь	=Put		- 1

	Totals		464	748	1,512	For	rate U	india njt Tr	ations see e ust Service	rad o		ce rep nsacte				ble w
				CALL		ONE	PUTE		ADED (	PT		S .			PUTS	
k	Opt	fon	Jan	1	-	Jan	Apr.	1	Optio	<del></del>	Feb.	May	Aug.	Feb.	May	
	В.Р.	J 500	50	65	-	; 6	; 14	1 20	P. 40.	290	7 35	42	-	5	1 10	Aug
١	(*658)	650 600	20	35 13	25	24 63	38 60	47 65	(*415)	420 460	17	27 15	37 18	20 48	27 53	28 55
	Cable&Wi (*580)	600 650	10 2	85 13	77 45 20	28 74	12   37   77	17 40 80	Racel (*156)	160 180 180 200	23 12 5	28 16 10	24 15	15 28 46	12 20 32	24 36
	Cons. Go (*447)	460 600	28 8	54   35   18	70 47 30	28 64	50 74	55 55 80	RTZ (*514)	500 550 600	37 18	57 30 15	70 40	13 45 92	22 52 54	30 57
	Courtauld: (*164)	140 160 180 200	27 27 9 8	50 32 16 8	53 84 21 11	154 18	10 20	11g 5 12 22	Vani Reefs (*\$61)	50 60 70	14 7 4	15 101 <sub>6</sub> 6	131 <sub>2</sub>	3 kg 6 11 kg	10	12
	Com. Unio (*227)	220 240 260	81 18 7	37 25 16	33 23	2 7 18	5 12 25	15 28	Ex 10% 1986 (*£96)	96 98 100	1 0±	ΙΞ	=	144	Ξ	ĪĒ
	Distillers (*481)	460 500 550	38 12 12 4	48 25	57 57	35 30	10	1 43   16   45	7r. 11/2 1891 (°£102)	102 104 106	ΙΞ	156 03 05	15a 054 053	Ξ	0 j	1 214 578
	G.E.C. (*166)	140 160 180	30 13 7	36 22 12	30 18	72 11 <sub>2</sub> 4 18	75 8 8 20	78	Tr. 1128, 05,01 (*£110)	108 110 112 114	21a 1:8 0:8	1	34 24 15 14	276 276 43a	53	114 218 3.:
Ħ	Grand Met.	200	. 43	47	1.40	36	36	24	===							===
	(*363)	360 390	23 7	32 15	45 25	11 27	15 33	16	STR (*850)	300 550	55 50	Mar.	June	Dec. Ola Ola	Mar.	June
	1.C.L (*782)	600 650 700 750	140 92 47 16	150 100 54 26	155 110 65 37	10 27	5 23 45	18 32 56	```	580 350 360 375 390	6 11	40 20 12	50 35 22	3 27 48	7 87	11 50 50
	Land Sec. (*295)	280 300 330	20 8 2	34 20 7	29 13	10 35	4 13 85	16 38	Beecham (*326)	300 330 360	28 3	47 27 13	58 37 26	2 40	11 24 45	16 50 48
	Marks & Sp (*174)	140 160 180 200	37 17 8 2	42 23 16	28 17 9	1 12 29	5 14 51	7 16 32	Bass (*635)	500 650	40 5	65 /	- i	10	22 1 30 1	- 17 38
	Shell Trans (*638)	530 700 750	55 20 4	65 32 16	77 45 20	27 66 116	18 40 75	28 45 80	De Beers (*£4,57)	700 480 460 500	42 7 2	70   43   25	80   57	70   10   50	12   34   65	50 43 70
	Traf 9ar Har (*353)		. 15 . 5 . 21 <sub>2</sub>	29 18 9	38 23 13	8 31 59	12 32 59	17 35 59	GKN (*250)	240 260 280	11 Gig O'4	27 18 6	36 20 10	12 <sup>12</sup> 31	18 34	10 25 37
ı		] 42D I	1	3.	7 ]	89 )	86	. B9	(*1500)	1400 1450	.60 i	175 140	220	5	80 30	40 55
	Optio	n	Feb.	May	Aug.	Feb.	May	Aug,		1500 1550 1600	20	120  :	140 120 95	15 55	90	75 05 -
	BAT Inda (°301)	260 280 300 330	48 32 18 5	57 42 28 14	58 42	4 7 15 38	5 9 20 43	14 25	Hanson (*192)	180 195 200 215 220	12 1 012	12	19	5 25	8 16	10 20
	Berclays (*452)	390 420 460	52 32 13	50 42 22	55 35	8 14 35	20 42	23 60	Jaguar (*528)	235 1	01 <sub>7</sub>	7   98   78	<u> </u>	014 014	0121	
	Brit. Aero (*445)	590 420 460 500	67 42 23 8	77 60 37	77 50 39	2 9 35	5 17 40	92 45	Thorn EMI	260 280 300 330	69 49 29 8	59 40 25	68 53 37	1 6	3 8 18	2 6 11 24
ı	BritTelecom		30 ī		- t	63   01 <sub>21</sub>	65-	67	(*407)	390 420	10	57 32 15	70 47 50	1 <sup>1</sup> 2	15 37	20 43
	(*189)	180 200 220	12 4	20 11 41 <sub>2</sub>	27 16 9	16 34	16 34	9 18 35	Tesco (*280)	256 260 280	25	25 1 18	<del>1</del> 9	1 1 5	7	
	Imperial Gr. (*268)	220 240 260 280	41 25 14 6	43 30 18		8 16 31	12 20 34	3 14 25 32	Option	300 T	Jan.	<u> </u>	16   ar. Dec	25		35
ľ	LASMO (*223)	220 240 260 280	9	37 27 18	30   23   4	<b>43</b> }	18 33 47	23 35 48 65	FT-SE   13 Index   13 (*1366)   140	75 10 30 4	45 30 18		60 17 60 35 60 35 60 35 60 35	18 29 45	36	47
	LONRHO (*188)	160	33 [		37 22	G1g1 G12	11 <sub>2</sub> 2 8 <sub>12</sub>	412 1012 21	Lecember 17	50 2 75 1 Total 6	S 5	A .	- 1120 8 Calle		1.29	**
<b>L</b>				-					<del></del>		749		,/T108		•	

The Page

### WORLD STOCK MARKETS



AUSTRIA GERMANY NORWAY AUSTRALIA (continued) JAPAN (continued)  Price + or Price + or Price + or Dec, 17 September 17	CANADA
Sch 6 - Dec. 17 Price + or Dec. 17 Kroner - Dec. 17 Aust.5 - MHI	
Goesser	
Perimoser 725 - 25 Bayer-Verein 500   +2   Kvaemer	10RON 10 14110 Control A S6 53 55 - 4 4039 losco \$131, 131, 131, 600 Rothman \$301, 301, 301, - 1, 131, 131, 600 Rothman \$301, 301, 301, - 1, 1410 Control Tr \$151, 14 14's \$500 losts A f \$155, 151, 151, 151, 151, 151, 151, 151
BMW 579 +7 Storebrand 281.5 +5 MIM 256 +0.08 Nippon Express 527 +21	43844 Commisso \$127, 12 121 +1, 400 Kiena Gid \$25 25 -1, 2300 St. Cema   \$752, 241, 241, -1, 4382 AMACA int \$15 15 16 18848 Computing \$111, 111, 111, 111, -1, 14488 Labelt \$311, 301, 311, +2, 10900 Sceptre 445 435 445 +10
BELGIUM/LUXEMBOURG   Price + or   Dec. 17   Frs.	300 Abilibi Pr 5181, 173, 181, ±1, 16400 Comform 228 224 224 - 1 700 Lincons 593, 576 59 - 18 35968 Sangram 567 664 667, +5, 1700 Archands 5181, 181, 181, ±1, 16400 Comform 228 224 224 - 1 700 Lincons 593, 576 5- 18 35968 Sangram 567 664 667, +5, 1700 Archands 5181, 181, 181, ±1, 182, ±1, 183, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 184, ±1, 1
B.B.L	6333 Agrico E 5213, 2114 2113 + 13 529000 CDIsto B 1 539, 554, 659 1 7 10 20 50 50 50 50 50 50 50 50 50 50 50 50 50
Sekaert	400 Algo Cent S21 21 21 14 100 Connest B \$75 75 75 75 15 163 Metan H X 515 163 15 6509 Spar Aero 1 \$255 25 254 829 Algorna St \$20 50 20 200 Corby \$445 445 445 365 Metan H X 1 515/6 1334 1334 15150 Steinby A 1 5361 365
EBES . 3,930 + 15 Hoachst	5000 Alco it \$112, 113, 113, 113, 113, 113, 113, 113,
GB Inno BM 5,000 - 20   Hussel	11912 BP Canada S311, 311, 313, +1, 13600 Czar Res 230 227 227 -3 1100 Mc Inhyre S39 38 39 +11, 25075 Thom N A S27, 271, 271, 271, -1, 300 Banister C S10 91, S1, -1, 8444 Dept. Dev S51, 51, 51, 12650 Mercantil S31, 9 9 -1, 137549 Tor Dm Bis S254, 254, 254, 254, 254, 254, 254, 254,
Intercom	71956 St. Marti 52C. 20, 20 42 1000 Democrat B (\$10) 16C 100 1 67633 Mart BOS 256 230 255 425 Bright Toronton B (\$130) 3374 3374 1 1
Royale Belge 18,200 + 200 Mannesmann	103101 Bit NScot
Office of the state of the stat	6010 Brascan A \$351, 345, 345, 345, -1, 14351 Domtar \$221, 221, 221, -1, 1 500 Nt V9 1100 \$221, 221, 221, 221, 221, 221, 221, 221
UCB	3000 Brenda M 389 89 89 89 2210 Du Pedra A 376 276 276 276 576 5800 Nill Dr A 377 165 166 4 36 36590 Ulster P 191 167 189 1 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 189 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1 167 1
DENMARK Schering 535 -7 Electrical 535 -7 China Light 15.0 +0.1 Stome Elect 896 -5 China Light 15.0 +0.1 Stome Elect 140 -1	BS79 BC Phone \$256, 255, 255, -16   2150 Emico
Dec. 17   Price + or   Varia	8400 CIL \$300, 30 300, +1, 154200 Fool lind A \$14 130, 137, +1, 527863 Nva AliA F \$7 63, 63, -1, 1-No voining rights or resulting 13172 Card For \$100, 165, 165, 165, 165, 165, 165, 165, 165
Cop Handelsb'nk 362xr +5 SkF	6425 Camp Boup S255g 25 25 - 1 8900 Gaz Metr 512 12 12 + 1g   5071 U3Met A f 57 7 7 - 1g   600 Campeau f 527 27 27 - 1 13000 Gase Comp 571 7 7 - 1 50 Orelot B f 555g 65g 65g
East Aslattic	2159 CDC   \$9', 9', 9', -1, 27789 Genster L \$33', 33', -1, 25275 PacW Airl 515', 15 IS +1,
GNT Hid	1 1940 CS Pete 1 395 395 -5 1 1400 GL Forest 517 169 1594 1 LSV Petitolite 5167 1679 1
Privatbanken 334 +1   Credita Italiano. 3,195 +145   Dec. 17   Fra.   World Int. Hidgs. 2.6   Wictor - 1,540 - 20   Provinsbanken 476 +6   Generali Assigur. 73,800 + 1839   Credita Italiano. 3,195 + 145   Dec. 17   World Int. Hidgs. 2.6   World Int. Hidgs. 2.6   World Int. Hidgs. 2.6   Victor - 1,540 - 20   Fra.   Fra.   Yamaha	1940 CS Pete I 395 385 395 -5 1400 GL Forest \$17 18\( \) 16\( \) 16\( \) 4 16\( \) 200 Can Trust \$42 42 42 5680 Greyhad \$24\( \) 24\( \) 2500 Cdn GE \$79 78 79 +31 7200 GustPA I \$71\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\( \) 11\(
Superios	132 CG invest \$45\; 45\; 45\; 45\; 45\; 45\; 45\; 45\;
Pirelli Spa	234599 CTire A I \$11% 11% 11% - 19 1501 M Bay Co \$25% 25% 25% 1600 Cute let \$45 44% 44% + 17 38674 Nullsk Cda \$24% 24% 24% 24% 24% 24% 24% 24% 24% 24%
Frs. 0r Toro Assic 23,200 +640 Fischer (Geo.) 1,085 -90 Alps Electric 1,820 -20 Fischer (Geo.) 23,200 +640 Fischer (Geo.) 24,200	1100 Cantor \$10's 10's 10's 10's 10's 10's 10's 10's
Accor 298 -1.9   5400   525 -18   Dec. 17   Price + or   BiG	2750 Cara \$19\(\frac{1}{2}\) 19\(\frac{1}{4}\) 19\(\frac{1}\) 19\(\frac{1}{4}\) 19\(\frac{1}{4}\) 19\(\frac{1}{4}\) 19\(
Bongrain 1,590 +50 Bongrais 2,555 +6 BSN Gervais 2,555 -40 BGN Ger	Indices
Garrefour 2,895 -17 AKZO 135.1 -0.2 Schindler (FtGts) 900, +20 Dai Nippon Ptg 1,280 -10 Malay Utd. Ind 1,72 -0.96 (Glb Bancaire 807 -1 ABN 807 -1 Surveillance A 6,000 +5 Daiwa House 820 +1 OC BC -10 OC B	NEW YORK-DOW JORES Dec. Dec. Dec. Dec. Dec. Dec. Dec. Dec.
Demart 1,839 —51 Bredero Cert 190.5 —0.5 Swiss Bank 553 + 3 Fanuc 1,550 + 30 Public Bank 1,15 Public Bank 1,	Dec
Essilor 200.8 -3.7 Essilor 200.8 -3.7 Essilor 2.288 -37 Essilor 2.	Industrials 1,556.08* 1,553.10 1,535.21 1,511.24 1,511.70 1,685.28 1,553.10 1184.86 1,553.10 1,556.08* 1,553.10 1,556.08* 1,553.10 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556.08* 1,556
Lafarge Coppee: 692   -16   Hitachi Credit	Tracement 722.26" 722.31 722.51 718.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.12 715.1
Malsone Phenix 185,1' +0.1   KLM   54 -1.3   Dec. 17   Aust 8.   Indi. 8k. Japan 1,140   +80   Abercom	INSTRUCT 173.27 171.01 168.00 167.01 167.47 168.19 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01 168.54 171.01
Moet Hennessy 2,396   +18   Ned Mid Bank   220   -0.5   Ashton   1.06   +0.81   Ro. Yokado   3,070   +10   Angio Am. Corp.   38.25 - 0.5   Modulinex   65   -0.8   Ned Book   199.5   -1.7   Aust. Cors. Ind   2,78   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1   34.1	Tracking vol 178m 178m 178m 158m — — — PRANCE QAC General 51:12:82: 255.4 252.8 250.5 248.9 253.4 :17:12: 180.9 :5 1: Ind Tendance(28 12:84) 147.0 146.7 145.4 144.9 147.0 :17:12: 100.1 :5 1:
Perrior Mcs	Ind Div Yield No
Printemps (Au.). 375 +5 Rodamco	Dec
Selimeg	Industrials 235.45° 235.76 231.36 221.56 228.75 228.55 235.75 128.24 235.75 3.52 FTALY Range Committee, (1872) 444.79 450.62 454.88 457.48 446.54 5 12: 228.58 (2 1: 12.24) 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12.24 12
Valco	18/12 (1/8/32)   Nicker 16:5:45   15:78.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517.9   1517
NOTES—Prices on this page are as quoted on the individual exchanges and are last traded prices. 5 Desirings Suspended, and Ex dividend, and Ex dividend Ex divident	11 4 27 ANP-GBS General 1979 ) 241.2 249.8 229.5 256.1 241.2 17 12: 185.8 (5-1) ANP-GBS Indust (1979) 224.5 222.8 220.0 217.5 224.5 (17 12: 147.5 (5-1) Ind div yield 96 3.48 3.58 3.52 4.12
	Ind. P/E Ratio
OVER-THE-COUNTER Nasdaq national market, 2.30pm prices	NY.S.E. ALL COMMON  RESES AND FALLS  Straits Times (1966) 636,45 644,05 655,13 644,09 652,65 (7.5) 609,54 (6.12)  Dec Dec Dec Dec Dec 1985  Dec Dec Dec Dec Dec Dec Dec 1985  Dec
Stock Sales High Low Lest Ching Stock Sales High Low Lest Ching Stock Sales Low Last Ching (House) Stock Sales High Low Lest Ching (House)	17 15 13 12 High Lew Issues traded 2,876 2,072 2,057 121.8* 121.50 128.00 118.12 128.00 118.12 128.00 94.50 Rissue traded 2,876 2,072 2,057 1,022 1,285 1,116 SPAIN
Continued from Page 33  Reading A01 22 27% 21% 7% SonrFd .60e 6 167 1674 1674 14 UBAisk .15 40 974 976 976 7% 1072 1072 1072 1072 1072 1072 1072 1072	(18/12) W/1) Falls
Continued from Page 33  Continued from Page 33  Reading Add 22 27% 27% 18% 18% 18% 18% 18% 18% 18% 18% 18% 18	Change Change SWITZERLAND  Monday Stocks Closing on Stocks Closing on Stocks Closing on traded price day traded price day Swiss BankCpn.51,12 581 554.5 554.4 553.2 558.0 17 121 888.7 15 Ti
Outspire to the series of the	Union Carbide 3,347,000 70°, + \$ AT&T
Optice 287 1449 147 147 14 1800des 32 250 189 181 191 119 1 Stothin 770 154 15 159 1 1 ISSUE 34 147 147 147 147 147 147 147 147 147 14	Comwin Edison 2,312,200 29% — % Philip Morrie 1,842,400 87% + 2%   177
Orbit 367 7 64 64 1 closel 80 211, 211, 211, Statistics 50 170 405, 40 40 - 12 Unfelev 38 244, 241, 241, 241, 113, 113, 113, 113, 113, 113, 113, 1	Dac Dec Dec 17 18 13 12 High 1,000
Choops 453 by 14 14 14 Respirate 519 9 584 9 + 14 Stratus 2050 2074 23 23 -7 V	MONTREAL Periods 141.98 141.71 149.87 139.48 141.72 (12/12) 117.88 (4/1) based 19/5 and Montreal Portions 4/1/83. 1 Excluding bonds. \$ 400 industrials
Original .20 1 14½ 14½ 14½ 14½ 14½ 14½ 14½ 14½ 14½ 1	* Indicates pre-class figure plus 40 Utilities, 40 Financials and 20 Transports. c Closed. u Unavariable.
PMCs 1.32 603 3614 3372 335 - 68 RustPel RustPel Sol 1179 115 156 1 157 1 158 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159 1 159	LONDON   Lindt plans to increase dividend
Parcelate .13 32 84 89 84 84 89 84 84 82 829 229 14 8 84 84 84 84 84 84 84 84 84 84 84 84	Chief price changes (In pence unless otherwise indicated)  BY JOHN WICKS IN ZURICH  otherwise indicated)
Peycht 10 2014 2014 2014 2014 105 1262 4614 4516 46 + 14	RISES Amstrad 188 + 6 LINDT & Sprüngli, the Swiss-based SFr 110 to SFr 120 a share. pany's "fund for pension supple-chocolate and confectionery group. An extraordinary meeting on ments."  An extraordinary meeting on ments."  As a third measure, 12,000 partici-
Petrile 1.12 40 267; 26 2614 SateSy 14 82 64 67 64 64 System .06 88 2614 262 26 39 Vottinf 734 2074 2079 2079 4 5 System .06 26 2614 System .06 26 2614 2614 2614 2614 2614 2614 2614	Bernrose 153 +11 out a rights issue of voting and non-crease, including the issue of 2,400 pation certificates (non-voting British St. 164 +14 voting charges of SFr 500 shares) of SFr 50 nominal value will
Philid July 250 250 250 250 250 250 250 250 250 250	Charterhse Pet 100 +34 expects world turnover to increase registered or bearer shares would 900 each, with rights to one certificifier
PROSE 55 32's 33's 37's 1's 5chimA 40b 31 25's 1's 5chimA 40b 31 25's 25's 25's 1's 5chimA 40b 31 25's 25's 1's 5chimA 40b 31 25's 25's 1's 5chimA 40b 31 25's 25's 25's 1's 5chimA 40b 31 25's 25's 25's 25's 25's 25's 25's 25's	Clyde Pet
Process 54 34 34 34 34 34 34 34 44 45 45 45 45 45 45 45 45 45 45 45 45	Micro Scope 125 + 10 prove a dividend increase from rights at SFr 2,550 each to the com- company.  Watson (R Kelv) _ 250 + 7
Proof.g 800 1212 1156 12 Sensor .05 2582 914 878 878 - 14 Tehabe 188 93, 95 912 Wmort .40 204 2012 2013 17 Prince 1000 678 574 874 Suchker .08 860 1378 1378 138 139 18 93, 95 912 Wmort .40 204 2012 2013 17 Prince 1000 678 574 874 Suchker .08 860 1378 1378 138 139 18 18 18 18 18 18 18 18 18 18 18 18 18	Abbey Life FALLS 190 - 7 Ericsson wins \$35m contracts in N. America
PricCins 257 38 78 78 78 78 78 78 78 78 78 78 78 78 78	Berisford (S&W) 150 - 5 BY KEVIN DONE IN STOCKHOLM  Cadbury Schw 154 - 4 FRICESON the Gradien to be seen a sure of the stockholm
PriosCo 1255 71 699 70 - 5 84 75 719 699 70 - 5 84 75 75 75 879 88 872 884 88 - 19 884 88 - 19 88 873 874 88 88 88 88 88 88 88 88 88 88 88 88 88	Caparo Prop 46 - 6   Indicessor, the Swedish telecom- California. switches in Toronto and Montreal.   Consecutions and electronics group. At the same time mobile tele- Ericsson says the latest orders
Propics 12 54 472 474 475 5	Grand Metrop 363 - 5 S35m to supply cellular radio sys- gan have placed orders for Ericsson cent of the available non-wire line
PRITORIX 305 131, 13 13 PropCoD 16 172 4 4 4 PropCoD 172 4 71, 471, 471, 471, 471, 471, 471, 471	Hampton Areas 123 -14 Legal & Gen 725 -10  It is to provide turnkey cellular Cantel, Canada's national mobile countries and has so far installed or systems for the Ray Area Cellular taleshare approximation and the countries and has so far installed or systems for the Ray Area Cellular taleshare approximation and the countries and has so far installed or systems for the Ray Area Cellular taleshare approximation for the Ray Area C
. R. R. (Simple 30 10 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 105 1 10	Sangers Photo 85 _ 10   San Francisco and San Jose in don and Kitchener to existing signed around the world.
Raction 78 3% 3% 3% 1 Socryov 141 259 255 255 25 1 University 200 144 148 179 280 28 1 Zivad 20 65 54 56 1 Zivad 20 7 Ziva	Superdrug St 448 – 12   TI
Region 78 36 36 38 39 18 Soction 316 11 1014 1014 12 1016 250 1414 1415 1416 2516 3 27 27 27 18 141 257 257 258 18 141 257 257 258 18 141 257 257 258 18 141 257 257 258 18 141 257 257 258 18 141 257 257 258 18 141 257 257 258 18 141 257 257 258 18 141 257 257 258 18 141 257 257 258 18 141 257 257 258 18 141 257 257 257 258 18 141 257 257 257 257 257 257 257 257 257 257	Thorn EMI 399 - 8 United Bise 245 - 7 Watson & Phil 143 - 7
	Watson & Phil 143 - 7 INTERNATIONAL

HAND DELIVERY SERVICE Basel/Geneva/Lausanne/ Lugano/Zürich

Your subscription copy of the FINANCIAL TIMES can be hand-delivered to your office in any of the above locations. For details contact: PeterLancaster, Tel: 022 311603/4. Telex: 22589.

SWITZERLAND

Informational
THE ARTS any day



INTERNATIONAL PROPERTY REVIEW THE FT EVERY FRIDAY

2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 2180 \* 21

10 THE STATE OF TH

Continued on Page 33

## NEW YORK STOCK EXCHANGE COMPOSITE PRICES

Genstu Genstu Genstu Genstu Genstu Genstu 10 Genstu 11 18 THE CONTROL OF THE PROPERTY OF CHECHEN BRANKSTONE PROPERTY CONTRACTOR TO THE BRANKSTONE CONTRACTOR OF THE CHECKENSTREET DE pri. 4.1
DE pri. 4.1
DE pri. 4.1
DE pri. 4.1
DE pri. 12
Detic pri. 2.2
Detic pri. 2.2
Detic pri. 2.2
Detic pri. 2.3
Detic pri. 3
Det 141, CalFed 49
467, CalFed 19
467, CalFed 19
467, CalFed 17
1011, CalFed 29
467, CalFed 29
1012, CalFed 20
1013, CalFed 20
1015, CalFed 20
101 ఇక్ ఇప్పున్నే స్వేహిన్ కిట్టిన్న కిట్ 33'9 34'9 109'8 25'2 11 38'1 128'2 11 38'1 128'2 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10'4 10' 11年3日4日 1777 233 日本77 21年42 22 157 日本の (本語) 11年3日 1877 日本の (本語) 1 KascAl 15
Kabbe 20
Kabb 20
Kabb 20
Kabb 20
Kabb 20
Kabb 20
KCPL pt3 85
KCPL pt3 10
KCPL pt 26's 50's 13's 12's 33's 22's 384 5 17 6 2 17 5 14 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 1 20 5 1 1 1 20 5 1 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 1 20 5 1 20 5 1 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 20 5 1 LAC IN 159
LAC IN 169
LAC IN 169
LAC IN 169
LAC IN 169
LLE REPLATE
LIV 9737:5
LAC IN 169
LAGGS 190
L Ander of the state HaliFB 1)
Halibn 180 71 12
Halibn 180 85 81
Halled pt 56 62
Hamp 81.36 39 12
Halled 180 86 139 13
Hamm 85 65 20 16
Handh 56 139 23
Hamma 40 20 25
Harmsh 11 14 17
Harinds 56 15 22
Hammsh 16
Ham pR3.40 13
Hamp PC2.13 72
Harker 88 31 17
HarGrp 180 33 12
Harmsh 28 37
Harled 177
Harled 180 12 18
Harled 180 10 12
Halled 190 12
Halle 9 16'8' 17'2' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4'' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15'4' 15' 54 B 274 260 2005 5 238 5 13' 27' 4 8' 20' 3 6' 20' 3 6' 4 14' 7 42' 4 185 28'8 Fedirips 70 37 18 193 379 
Fedirips 70 37 18 193 379 
Fedirips 104 6 6 15 75 15 157 159 
Fedirips 1104 6 6 15 75 157 159 
Fedirips 1104 6 6 15 75 157 159 
Fedirips 1104 6 15 15 157 159 
Fedirips 125 4 5 10 89 
Fedirips 1 20 39 16 204 311 
Fedirips 1 20 39 16 204 311 
Fedirips 1 20 10 8 5 5 
Fedirips 1 20 10 8 5 5 
Feririps 1 20 10 8 5 
Feririps 1 ChP of 16
ChP of 16
ChP of 16
ChP of 16
ChP of 17
ChP of 17
ChP of 27
ChP of Cwie pi 840 11.

Cwie pi 7-24 10.

Comes pi 7-24 10.

Comes pi 7-24 10.

Comes pi 7-24 10.

Comes pi 840 11.

Creyo 28 4 7

Comsal 20 3.4 11

Creyo 28 10. 19

Compaq 1.50

Compaq 1.50

Compaq 1.50

Comes pi 9.6 11

Comes 1.60 9.0 12. 15

Comes pi 9.6 10.

Come pi 1.6 10.

Come 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 170 78 17 14°4 24°5 11°2 12°1 24°4 31°4 38°4 36°3 Barrd p 1 4
Barrd p 1 4
Barrd p 1 4
Barrd p 1 6
Barry Nr. 60
BASKX 12b
Bausch 137
Batt p 14, 456
Bayrin 20
Baysic 27
Bayrin 20
Baysic 27
Bayrin 20
Baysic 27
Bayrin 20
Bayrin 20 24% 12% 24% 32% 38% 34% 48 32 76 50 88 2 26174612 6 827 1756 5 43 1757 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 5 17576 6 17 4 25 17576 6 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 17 4 25 21 17 26 31 9 10 29 19 1.9 9 D D 3 9 37 1.2 4.7 8 8 2.3 2.5 14 D D D Delines .55 39 37 Demon020 1.2 Demon020 1.2 Demon020 4.7 8 Demon020 2.8 4.7 8 Demon020 2.3 5 14 Demon020 2.4 12 9 Delines 1 2.5 7 Delines 1 2.5 7 Delines 1.9 2.5 7 Delines 2.4 12 10 Deschi 1.9 2 12 10 Deschi 1.9 3.9 12 Deschi 1.9 3.9 JWT 5 1 12 JRwar 56 Jemssny12 Jems 1 43e Jet 7 1 43e Jet 7 1 43e Jet 7 1 7 88 Jet 7 1 7 88 Jet 7 1 7 88 Jet 7 1 1 1 Jet 8 1 1 1 Jet 8 1 1 1 Jet 9 1 1 1 Jet 9 1 1 1 Jet 9 1 1 2 1 1 374 374 375 375 377 100 197 197 586 498 34 19 15 12 5 13 11, 30 8 11, 11, 11, 11, 

33%, 7.8 + 1.5 5.8 + 7.5 26 + 1.5 6.95 + 2.5 117.6 + 1.7 8.7 6.9 + 1.6 6.9 + 1.6 6.9 + 1.6 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1

P/ Sis E 180s High Low Class Chage

NYSE COMPOSITE PRICES	A
	PAND ML PI C PT
THE WORLD VALUE IN THE FT EVERY FRIDAY	irled seyes history irled 18 dicor entic 23 ishas 8 irinik hus
Chi Chi	nus apen arms 2 ePul elin

	AMEX CO	<b>OMPOSITE</b>	PRICES	Prices at 3pm, Decembe
· · · · · · · · · · · · · · · · · · ·	Addisol. 16 16 208 274 27 27 46-00- Addisol. 16 16 208 274 27 27 46-00- Addisol. 17 10 122 89 89 89 89 Accalpil 20 72 11 11 11 11 11 11 11 11 11 11 11 11 11	DWG OR 97 15 17 15 15 15 15 15 15 15 15 15 15 15 15 15	JohnPed 3 11 336 356 356 356 356 356 356 356 356 356	Angers   12 20 26 204 20 20 20 20 20 20 20 20 20 20 20 20 20
	Asendri	Chilwin 38 980 211, 281, 281, 281, 281, 281, 281, 281,	Encil   See   482   285   28   28   28   28   28   28	CLA   763   274   27   27   27   27   27   27   2

)

## FINANCIAL TIMES WORLD STOCK MARKETS

**WALL STREET** 

## Blue chips remain on the boil

A FURTHER slide in yields on US Treasury bonds kept Wall Street stocks on the boil yesterday, writes Terry Byland in New York.

Blue chips rallied from a bout of profit-taking and moved to new peaks in another session of heavy trading.

However, the firmness in bonds could not entirely discourage the profit-takers in the stock market. An early dip of 8 points in the Dow average was quickly recovered, but attempts to move higher

At 3pm the Dow Jones industrial average was down 0.46 at 1,552.64.

The sharp dip in November housing starts strengthened expectations that the Fed might soon ease credit policy to boost the economy. Treasury-bill rates dipped below 7 per cent, and the prospect of a 9 per cent yield on 30-year federal bonds came into view as bond prices broke through new resistance

The short end of the credit market was signalling an early cut in federal discount rate although opinions among analysts were by no means unanimous. The Fed encouraged the optimists with

1981

STOCK MARKET BIDICES

1,552.64\*

721.21

211.191

1,365.4

662.51

725.37

474.8

115.95

2,887.81 2,896.87

232.78 232.37

147.0

224.5

252.9

146.7

619.51

240.8

222.9

1,034.3

554.5

Prev

251.8

136.83 137.65

Dec 16

253.2

172.80°

NEW YORK

FT Ord

FT-SE 100

FT-A 500

Tokyo SE

AUSTRALIA

Metals & Mins

Credit Aktie

Belgian SE

**Montreal** Portfolio

Ind. Tendance

WEST GERMAN

Commerzhank

FAZ-Aktier

HONG KONG

Hang Seng

Banca Comm

METHERLANDS

ANP-CBS Gen

ANP-CBS Ind

NORWAY

Oslo SE

SINGAPORE

Straits Times

SOUTH AFRICA

JSE Industrials

Madrid SE

SWITZERLAND

Capital Int'I

Swiss Bank Ind

SPAIN

SWEDEN

J&P

ITALY

DENMARK

SE

Metala & Minis

All Ord.

AUSTRIA

BELGIUM

CAMADA

TOKYO

FT-A All-share

FT Gold mines

FT-A Long gilt

**DJ** Industrials

DJ Transport

S&P Composite

1982

171.01

212.02

1,376.5

667.75

731.38

13,128.94 13,117.85 11,455.7

1,046.30 1,047.90 890.94

974.8

469.6

115.78

\$1bn in customer repurchase arrangements when federal funds stood at 713/16 per cent.

Interest-rate confidence was also signalled by fresh gains in utility stocks and by SEC shelf registrations by US companies, opening the way for speedy credit issues if rates continue to fall. General Motors filed for \$5bn and Mar-

riott for \$200m. Initial profit-taking in the stock mar-ket was not unexpected although prices reacted sharply, when the buyers reap-peared. IBM was at the top of the shopping lists and gained \$1% to a new peak of \$153% in heavy turnover.

The likelihood that lower interest

rates will boost car sales brought gains in motor stocks. General Motors gained \$% to \$76%. Chrysler, still trading heavily on the plan to buy in stock from the employee investment plan, held steady at \$46%. At \$58% Ford added \$%.

There were strong gains in chemical stocks, which benefit both from lower oil prices and from prospects for increased economic activity by the industrial nations. Du Pont jumped \$1% to \$67 and Monsanto \$1% to \$49%.

Selective buying of industrial issues featured General Dynamics, up \$1 to \$69. Minnesota Mining & Manufactur-ing, up \$1% at \$91%, and AT&T, up \$% at

But airline stocks were slow to rally from the early profit-taking. At \$51% United shed \$1 and American gave up \$1/2 to \$44.

The Dow average again benefited from the bid situation in Union Carbide stock, which gained \$1 to \$71% in another session of heavy trading. Arbitrageurs are building holdings in Union

1500

**3450** 

1200

71150

STERLING

1.43B

3.6275

291.25

3.0375

41% 12%

7<sup>15</sup>/18 8 8½

4.09

Dec 17 Previous

1.437

3.6075

290.0

3.02

11.015

1,720.5 2,455.75 2,474.0

73.45

2.845 4.0575

1985

**CURRENCIES** US DOLLAR

2.523

202.6

7.7175

2.1125

51.5

1.39455 1.39405 2.0051

Dec 17 Previous

KEY MARKET MONITORS

FT-Actuaries All-Share Index

1983

Year ago

145.77

163.61

1,212.5

583.80

640.08

401.5

58.84

1,553.10 1,176,79

1984

Yen

(offered rate)

1985

2.511

201.85

7.665

2.101

2.824

1,709.0

3-month US\$

6-month US\$

Carbide at prices well short of the \$85 a share offered by the company itself but now challenged legally by GAF, the rival

A new favourite for takeover speculation was TRW, which bounded \$6% to \$91% in thin trading. The company knew of no reason for the share price rise.

Also heavily traded was Texaco, down \$1 to \$27% as Wall Street awaited the next move on the penalty imposed by the federal courts over the Getty Oil deal.

Pharmaceutical stocks turned mixed after the sharp advance of the past month. Merck eased \$% to \$136% in light trading, and others to turn sluggish included Pfizer, down \$% at \$53%, and Up john, down \$% at \$134%.

In the bond market gains ranged to a full point, bringing the yield on the key long bond down to 9.34 per cent, a net fall of about 100 basis points in the past

Treasury bill rates were several basis points lower, raising expectations of cuts in bank prime rates, if not in the federal discount rate, in the near future.

TOKYO

## Fresh high as focus of buying shifts

RESPONDING to the overnight surge on Wall Street, the Tokyo Stock Exchange hit another peak yesterday with its seventh consecutive gain, writes Shigeo Nishiwaki of Jiji Press.

Investors' attention shifted away from blue chips, mainly in the electrical sector, that had led the bull market last week, to large-capital issues such as Tokyo Electric Power, domestic demandoriented stocks such as properties, warehouses and electric railways and to some biotechnology-related shares.

The Nikkei market average gained 11.9 to a record 13,128.94, but the exchange's arithmetic average moved lower. Volume increased slightly to 343m shares from Monday's 274m. Declines outnumbered advances by 429 to 370,

with 164 issues unchanged.

The lower trend in US interest rates, which has fuelled Wall Street buying, prompted individual profit-taking in anticipation of lower Japanese interest rates. Meanwhile, big-capital and do-mestic demand related issues were bought for capital gains ahead of next Wednesday, the final day of trading for

the delivery of stocks this year.

Mitsubishi Estate topped the active list with 13.72m shares traded, climbing Y60 to Yl,200. Sumitomo Realty and Development and Mitsui Real Estate Development also gained in active trading, adding Y90 to Y1,200 and Y70 to Y1,080

respectively.
Elsewhere, some biotechnology-related stocks returned to favour. Takeda Chemical firmed Y28 to Y977, Chugai Pharmaceutical Y55 to Y1,040 and Kuraray Y30 to Y1,490. But the recently favoured Mitsubishi Chemical and Asahi Chemical shed on profit-taking, slipping Y3 to Y537 and Y2 to 825 respectively.

Blue chips that had led the market advance last week lost virtually across the board. Toshiba lost Y7 to Y381, Matsushita Electric Industrial Y40 to Y1,320, Hitachi Y10 to Y775, Sony Y100 to Y4,200 and TDK Y100 to Y4.550. Amid growing concern over the recent

surge, prices in the bond market weakened with the yield on the benchmark 6.8 per cent government bond due December 1994 rising for the first time in seven sessions to 5.620 per cent

The market opened firm in response to a decline in US interest rates but eased later as many investors moved to the sidelines, daunted by the sharp decline of 0.615 per cent in the yield on the benchmark bond from December 7 to 16.

#### **HONG KONG**

PROFIT-TAKING nibbled away at prices in Hong Kong, and most ended a few cents easier on the day's trading.

News late in the day that Jardine Matheson had sold a Hong Kong resid-ential development for HK\$254.5m caused a brief flurry in the market, sending Jardine 10 cents higher to

Otherwise, properties were lower. Cheung Kong fell 40 cents to HK\$20.80, Hongkong Land 10 cents to HK\$6.45 and Sun Hung Kai Properties 20 cents to

#### SINGAPORE

SELECTIVE BUYING late in the session in Singapore helped some stocks recover some of their early heavy losses. Attention centred on Singapore Air-

lines, which will make its debut on the exchange today. On the unofficial market it traded around S\$5.00, the issue's initial public offer price.

The Straits Times industrial index closed down 5.60 at 638.45, and declines overwhelmed advances 113 to 24.

#### CANADA

MINING and transport stocks provided the only momentum in an otherwise mixed Toronto.

Canadian Pacific traded C\$¼ higher at C\$18½, and fellow blue-chip Alcan gained CS1% to CS47%.

Among miners Falconbridge was again higher, adding CS% to C\$20. Nor-

Higher miners also pushed Montreal

## End-of-year celebrations amid peaks

THE END-OF-YEAR celebrations continued on European bourses yesterday as records were set in a number of centres and investors vied with their transatlantic cousins for the laurels of the most dazzling stock market display of

The Zurich peak - its sixth in a rowwas on the back of modest gains with strong buying of banks and industrials, although special situations offered the

Chocolate producer Lindt stole the show with its brilliant SFr 3,000 surge to SFr 14,000 after announcing plans to boost the dividend and make a rights

Oerlikon-Bührle put on SFr 40 to SFr 1.330 on news that its aircraft subsidiary Pilatus would receive a substantial order from the Australian air force.

Sandoz put on SFr 50 to SFr 10,650 as the rumour merry-go-round linked it with a possible takeover of Warner-Lambert, the US pharmaceuticals group. Credit Suisse gained SFr 15 to SFr 3,660, and Swiss Bank added SFr 3 to

Higher bond market turnover was translated into small but widespread

Frankfurt eased back from the record of the previous session with a small dose

of profit-taking that left the Commerzbank index 11.4 lower at 1,836.5. Foreigners were once again active. The flickering embers of the Flick soap opera were rekindled with

Deutsche Bank setting a price of DM 1,120 for each of the 3.4m shares of Daimler that the bank acquired from industrialist Friedrich Karl Flick.

Digesting the news, investors marked Daimler down DM 31.50 to DM 1,220.50 and Deutsche Bank up DM 1 to DM 801, a new high for the year. Other banks weakened while the re-

maining car makers were mixed, with BMW posting the best showing with its DM 7 rise to DM 579. Chemicals lost most of Monday's lustre, with BASF cheaper by DM 3.20 at

DM 269.30 and Hoechst DM 3 lower at

The bond market continued to en-

#### thrall although foreign buyers were not much in evidence. Gains of up to 45 basis points were scored, with the longer end of the market offering more appeal. The Bundesbank's allocation of DM 8.7bn at 4.60 per cent in a new securities repurchase offer had been largely ex-

pected and had no impact on prices. Amsterdam sprinted to a fresh record with a 0.4 rise in the ANP-CBS General index largely on the strength of the overnight performance of Wall Street. But as New York investors began to mark prices lower in early trading,

Dutch courage was lacking.
Some publishers with US interests



on F1 2.50 to F1 172.50 while VNU picked up FI 2 to FI 284.

Among internationals Royal Dutch slipped F1 1.90 to F1 171.70, Unilever lost Fi 1 to Fi 384 and Philips surrendered 40 cents to F1 57.20 ex dividend. Bonds were higher where changed.

Paris perked up despite a 45-minute halt to trading due to a bomb alert that forced the evacuation of the bourse. Wall Street's magnetic influence was cited for the firmer sentiment.

Brussels suffered a pincer-like grip of a sharp rise in short-term interest rates and the predatory intentions of Petrolina on Charterhouse Petroleum of the

Belgium's leading industrial group and one of the most important constituents of bourse indices fell BFr 190 to BFr 6,500 while the decision to boost the rate on short-term Treasury certificates by 0.90 percentage point to 9.75 from 8.85 had an understandably harsh impact on utilities, holding companies and other interest-rate-sensitive issues.

Milan began the first day of its 1986 trading year with heavy buying of indus-trials which boosted First L201 to L4,880 as Montedison firmed L73 to L2,548.

Madrid lost ground in light trading while Stockholm suffered large fails across the board.

LONDON

## Lingering oil price

DESPITE a strong overnight lead from Wall Street, London lost further ground yesterday. Gilts, in contrast, made a firmer showing, helped by an early in provement in sterling against the 13

Blue-chip industrials were initially higher, but investors again showed & reluctance to commit funds, and the stocks drifted gently lower.

A late technical rally left leading stocks a few pence above the worst of the day, but underlying sentiment remained sensitive against a backdrop of continuing oil price uncertainties.

The FT Ordinary share index, which

lost 14.5 at one stage, finished down 18.4 Gilts ended with small gains, Longs recorded rises of around 4 while shorts

were usually limited to 1/14.

Chief price changes, Page 31: De-tails, Page 30; Share information service, Pages 28-29

#### **AUSTRALIA**

AS A RESULT of firmer world bullion and metal prices, Sydney moved higher across the board.

The gold index recorded its first gain after 14 consecutive falls to end 3.3 up at

Among miners CRA added & cents to A\$5.26, MIM 8 cents to A\$2.58. Western Mining 5 cents to A\$3.11 and gold stock

Bongainville 1 cent to A\$1.85: News Corporation, owned by publishing entrepreneur Mr Rupert Murdoch, rose 50 cents to AS9.00 after re-

porting a net profit of AS35.3m for its first quarter, up 145 per cent from the previous year. SOUTH AFRICA

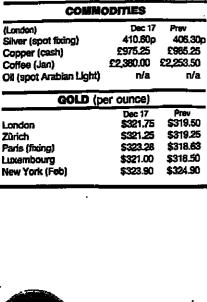
A MIXED to easier trend was evident in Johannesburg, pulled down by lower prices among gold stocks.

Driefontein ended down 75 cents at

R47.50, and Vaal Reefs lost R1 to R208. Both Buffels and Modder were nnchanged at R82.25 and R12.75 respec-

In industrials Bariow Rand remained steady at R12.95.





US3-mouth T-bills U.S BONDS 2,886,40° 2,882,76 2,352,30 101 1/24 7.930 100% 7.966 103°% 8.998 141.71 118.13 1992 9% 1995 1031/2 9,020 102% 9.162 9.342 104 9% 2015 9.47 166.94 Dec 17" Day's Yield Day's 99.5 1-30 137,45 +0.628.65 -0.09 369.69 134.06 +0.45 8.38 -0.091,836.5 1,847.9 1,073.2 7.97 128.85 +0.15 -0.06 136.02 +0.52-0.12149.65 +1.259.60 -0.09 1,720.45 1,728.21 1,166.42 ill Lynch 444.79 430.62 219.89 AT & T Yleld 101% 9.90 9.90 179.0 7.62 3% July 1990 85% 85% 7.70 143.5 9.90 8% May 2000 91% 397.90 388.45 281.03 104% 9.80 104% 9.80 Diamond Shamrock 10% May 1993 102 10.20 638.45 644.05 802.09 Federated Dept Stores 10% May 2013 10.70 Abbot Lab 925.4 11.80 Feb 2013 108% 10.85 1081/4 10.85 12% Dec 2012 105% 11.60 105% 11.60 Source: Salamon Bros 1,713.10 1,750.59 1,332.54 **FINANCIAL FUTURES** CHICAGO Latest High 382.8 US Treasury Bonds (CBT) Yearego 8% 32nds of 100% 183.2 84-21 84-31 84-10 83-28 US Treesury Bills (SMM) \$1m points of 100% 93.31 93.34 93.27 93.28 Mar Certificates of Deposit (IMM) 51m points of 100% Mar LONDON \$1m points of 100% 92.38 92.39 92.33 92.35 £50,000 32nds of 100% 110-28 111-09 110-25 110-30 \* Linest available ficures

anda climbed CS% to CS15%,